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THE Publishers' Weekly

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A Salesman Sells

Scene: Any bookstore anywhere.

CUSTOMER: I want to see some new novels.

SALESMAN: Right this way. Here's one just came in last week—

SANDOVAL

by Thomas Beer

the man whose STEPHEN CRANE was published last fall. When that came out no one could understand why it wasn't a best seller, with all the fine reviews it got. I suppose because so few people knew who Stephen Crane was. SANDOVAL is every bit as good and besides it's a novel.

CUSTOMER: What's it about?

SALESMAN: It's a story laid in Old New York right after the Civil War. If you liked Hergesheimer's JAVA HEAD I think you'll like SANDOVAL, although Thomas Beer has a style all his own.

CUSTOMER: It's a mighty handsome looking book.

SALESMAN: Yes, that's an unusual jacket. Incidentally James Branch Cabell called it "a jewel of a book, in all ways excellent."

CUSTOMER: Well, what's good enough for Cabell is good enough for me. How much?

SALESMAN: SANDOVAL is \$2.00. Now here's another novel that I think you'll like:

COUNTRY PEOPLE by Ruth Suckow

CUSTOMER: I never heard of it.

SALESMAN: It's just out, but wait a while; everyone will be talking about it. Although the author has written for SMART SET and THE AMERICAN MERCURY, and is well known in this country, this is her first novel.

CUSTOMER: Oh, here's something that H. L. Mencken says about her on the jacket.

SALESMAN: Yes, Mencken thinks she's one of the finest artists we have in America. He's been booming her for years. If you really want the thrill of being one of the first to discover a real American author who writes about America, don't miss reading this book.

CUSTOMER: It looks interesting.

SALESMAN: It's more than that. It's a story of a family of farmers in Iowa, and for human interest and fine writing it's hard to equal. But read it for yourself. COUNTRY PEOPLE is \$2.00.

ALFRED A. KNOPF
Publisher



730 FIFTH AVENUE
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CUSTOMER: And now I want something with a lot of action in it.

SALESMAN: I've got just the thing for you.

WINE OF FURY *by Leigh Rogers*

This, too, is a first novel by a young American but by one living abroad. It was published in England a few months ago and received wonderful notices from the British Press. Here for example is what "The Challenge" had to say: "We are made to concern ourselves with the fortunes of Mr. Rand, an ideal because detached spectator; of Radkin, a leading revolutionist; of Natalie, a sympathetic aristocrat; and of Foma, a common soldier, . . . a solid achievement."

CUSTOMER: It looks Russian.

SALESMAN: It is Russian, at least it's a story of the Russian Revolution with a background filled with well known characters like Lenin, Trotzky, Rasputin and scores of others. But the important part is that whether it's Russia or Timbuctoo the story is the important part.

CUSTOMER: Well, I'll take that to read on the train.

SALESMAN: \$2.50 for WINE OF FURY. Now is there anything else?

CUSTOMER: Not just now. I'll drop in again in a couple of weeks.

SALESMAN: Good! That's just in time to get A MAN IN THE ZOO by David Garnett. He's the chap who wrote LADY INTO FOX and although everybody swore he couldn't repeat the success of his first book, he's outdone himself with this one. It will be ready on the 13th of June.

CUSTOMER: Unlucky day!

SALESMAN: Unlucky nothing! Why that same day CAPTAINS ALL, a book of corking sea stories by Albert Wetjen, is coming out, to say nothing of THE LAST OF THE HERETICS by Algernon Crapsey, the man whose name you've been seeing in the papers lately on Bishop Brown's trial and whose own life is told in this book. He was thrown out of the Church eighteen years ago for saying the very things that everyone thinks so original and startling nowadays.

CUSTOMER: I'll see you on the 13th. Save me copies of those three.

SALESMAN: Don't worry. I always watch my stock on good books.

(Curtain)

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"Too many store managers look on clerks as a part of the equipment rather than as human beings . . . Competency comes only through training, and the earlier that training starts, the better it will be."—From *Survey of Illinois Bookstores* made by Bureau of Business Research, University of Illinois.

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**GOOD
BOOKS**

61 WEST 48TH STREET
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The PUBLISHERS' WEEKLY

THE AMERICAN BOOK-TRADE JOURNAL

NEW YORK, MAY 31, 1924

Do Brides Like Books as Gifts?

Eight Letters that Answer the Question

I
"PERSONALLY I am a hearty advocate of books as gifts for brides. When I was about to be married, a dear old man who had always been much interested in my career went to my mother to find out what I would really like for a present. She, knowing her daughter well, assured him that I would rather have books than anything else and told him that I was most eager to possess a complete set of Kipling. A few days before the wedding the set arrived, and I had much ado to refrain from spending my remaining days of spinsterhood with my nose buried in a book.

"Now I can truthfully say that that set of Kipling has meant more to us than any other gift that came our way. Much of the china and glass is broken, the silver tarnished (you see what a poor housekeeper I am!) and numerous vases and knickknacks are stowed away in the attic or on closet shelves. But these books have entertained us on stormy evenings at home, they have been camping with us; some of them have spent long, lazy Sunday afternoons in the woods, others have even been on fishing trips! One could scarcely expect a silver platter or a cut-glass dish to play so truly intimate a part in one's daily life. Of course they can be trusty servants to hold and serve our daily food and can also contribute a certain amount of physical beauty and grace to

their surroundings; but in the way of intellectual and spiritual comradeship, what *can* one expect of a platter?

"Then there is the added advantage that the book as a gift generally appeals to the bridegroom as well as to the bride, whereas the typical wedding present holds no interest for the average male. This affords an excellent solution of your problem if, as often happens, it is the male member of the partnership who is your friend of long standing, whereas the bride is unknown to you. Your real concern, naturally, is to please him, yet convention demands that the gift go to her. Buy some good books, and your mind is at rest as to the acceptability of your gift.

"One of my best friends was married last spring, and I asked her to tell me of something that she would like to have as a gift from me. 'Well,' she said, 'if you want to give me something that I really very much desire you may give me "The Life and Letters of Walter H. Page."' I did so, and the books went on the honeymoon!

"Who wants to take a silver platter on a honeymoon?

"I vote for books as gifts for brides!"

II

"JUST after her marriage and before the 'at home' calls begin, the bride is apt to have more time on her hands than at any other period in her life. All her clothes,



furniture, china and linen are new, so she needn't be occupied with mending things. While the husband is at work she simply waits for him to come home, according to our established custom. She may be too ecstatic even to read, but it occurs to me that your question 'Do brides like books as gifts?' should be changed to 'Would divorces decrease if brides were given books as gifts?' That period of inactivity on the part of the bride is dangerous! as they have it in the movies. She strives to have what little she does, too perfect, and she is easily dissatisfied over a thousand trifles because she is too free just to sit and think her own mole-hills into mountains.

"Now her books are welcome, books on cooking, home decorating, gardening, character, psychology, the theater, and on any hobby she can possibly develop. I think friend husband is more apt to work up a hobby than the bride is, but it would be for her good to have one too—a certain period in history to study, or a country and its customs to learn about. If the bride's friends would help her foster a love of something beside her husband and home, she would have something to fall back on and refresh herself with, when husband is lured to the golf links or trout brook, later on, or a book on her husband's hobby would make her more generous and understanding.

"If one could be so bold, he might send the bride Hugh Cabot's 'What Men Live By.' I know several brides who were steadied in their course by that wise counsel. If one were ever so bold, he could send a bride the famous Dr. Holt's 'The Care and Feeding of Children'—no bride of a year should be without that book tho she be without a Bible—as most of them are nowadays, I suppose.

"Hardly a social function occurs nowadays without a whirlpool of discussion of a new novel, or biography, and what bride wants to appear dumb before her adoring husband when she is asked what she thinks about it; now, if ever, the bride must keep up-to-date, and retain her interest in social and economic problems.

"She will want a treatise on budget-keeping (speaking of economic problems) and many a pitfall could be avoided if she could master such (which heaven knows I never can). Many brides drop whatever their particular interest was and thereby lose a treasure. Newer brides say, 'How she has gone to seed!' and they may mean that intellectually she has 'settled.' Any new book would prevent such a calamity.

"I begin to feel that I'll never give any other wedding present save a book, in the future. I have convinced myself anyway. If a bride is notoriously light headed, still she will appreciate a book with an attractive binding—for no attractive living-room should be without that touch."

III

"THE only book for which I asked as a bride was 'The Boston Cook Book.' The books that I received then and later that I prized most were first editions of some of my favorites. Most people, however, need several books of reference. It is for that reason, I think, that the encyclopedias figure so largely in the book shelves of the newly married. A book that I should like to see in the possession of every person who has the responsibility for the decoration of a house is that published by Condé Nast entitled 'House and Garden's Book of Interiors.' The name may not be accurate but the information contained in it is. Its perusal might save some of the horrors of 'artistic' interiors that are perpetrated. An inexpensive present and one more appreciated than most would be a subscription to one or more of the house magazines like *The House Beautiful*, *House and Garden*, *Good Housekeeping* or *Town and Country*."

IV

"MARY got eighty-four iced-tea glasses; Dorothy had twenty-two silver vegetable-dishes. What will Susan do with fifteen pairs of mahogany candle-sticks? Did you know that Edith got seven pie-knives? Oh, givers of gifts, will brides have nothing to do but consume iced-tea, vegetables, and pie—in the warm glow of enough candles to lend a high-church atmosphere to an apartment living-dining room? May they not conceivably rest now and then from pie and candles, and in an easy chair under a strong electric light, seek to improve their minds, stir their spirits, or fulfil their social duty, by reading a book?

"Brides do like books as gifts, when they get the chance! Have they not looked longingly at those beautiful expensive treasures in book-shop windows—Brangwyn or Pennell etching-books, or something about English gardens, or corners in old Spain, or the Lake Country; at the classics that they never outgrow, 'Alice in Wonderland,' 'The Golden Age,' and 'Dream Days'! Why not consider for wedding gifts that sort of book that 'one can never afford to buy'?

"Haven't you seen brides delighted with some charming edition of Keats or Shelley,

a set of Stevenson, Kipling, or Meredith? One of my friends, who is always being asked to read 'God of the Open Air' at the Easter service of the Missionary Circle treasures a special edition of the 'Poems of Henry Van Dyke.' Who doesn't want at some time to take down Alfred Noyes and introduce a friend to 'The Barrel-Organ,' or 'Forty Singing Seamen'; or Masefield and follow in his wake along 'Tewksbury Road'?

"Collections like those of Mrs. Richards or Miss Rittenhouse are indispensable to any household—'Where *did* I see a poem about Blue Squills?'; or 'How can I get hold of Joyce Kilmer's "Trees" by seven o'clock?'

"And what about biography? Lots of brides and bridegrooms have the reading-aloud habit—do you think of Tolstoi by his son, or Charnwood's 'Roosevelt,' or Dr. Trudeau in that connection? One doesn't read once and then lay aside good biography, but lives with the personalities made real in those comfortable volumes (six to ten dollars net!)

"Close upon biographies come letters—we all write them, we all get them—we all read them. If a bride could only exchange a silver flower-basket for the Page letters, or one of her six amethyst bowls for the letters of William James!

"Did you ever think that a new household might be without a dictionary, and dictionaries *can* be 'good-looking' and up-to-date—as well as silver-cake-trays—with handles—(see the new sport-models). And how many family rows might be quickly settled if Bartlett's 'Familiar Quotations' could be the arbiter, or Phyfe's '18,000 Words Often Mispronounced.' (It comes in leather—very smart-looking, and might even live up to the requirement stated by the dapper salesman in our famous wedding-present shop: 'If you're giving it for a gift, this will make a swell display.'

"If we think of the 'display,' we are tempted by the bright and shiny and colorful playthings on the \$15 table (\$25 if a relative); but if we look ahead and think of our bride and bridegroom friends settling in their home, and living there day by day, may not some of us wish to fill up the low comfortable book-shelves, that form the warm background of the living-room? Our reward will be the contented expression of the bride as she blows the dust from our much appreciated gift, and settles comfortably to an evening of forgetting household accounts.

"I married a publisher, and we didn't get a single book! I suppose our friends concluded with the Christmas-present lady—

'Well, she'll have a book.' And we never give books, because of a cowardly fear that the bride will say 'They get 30% discount'—(which we *don't*, alas!), so the above is in the realm of what ought-to-be rather than what-is!"

V

CARL is begging for tomato soup, but you want to know if brides like books as wedding gifts. What an embarrassing position I am in! Must I tell how many of my set of Dickens I have read since I was married?

"But I did love books as a wedding present. We like to read together and have found considerable time to do so. At the same time we have not been able to spend much money for books so our library would be very small and our rooms most barren of the pleasing decoration of books if we had had no wedding present of books.

"I loved my wedding presents, but I would gladly scrap about six candlesticks, two cut glass bowls, three cut glass vases, three jam jars, three dozen after dinner coffee spoons and an Italian water jug for one small set of good books."

VI

"I AS a bride, liked books as gifts a very great deal. A beautifully bound classic or a set of one's favorite author makes an ideal gift, one that could be enjoyed by the bridegroom as well as the bride. He, poor fellow, must often feel left out of any participation in the wedding array. Of course, such a gift should be a work of permanent value, and the giver's best judgment should be used in selecting it. And speaking from the viewpoint of the housekeeper, I'll just whisper in your ear that it wouldn't break and it wouldn't have to be cleaned—two great advantages, I assure you."

VII

"BEFORE we were married, one of our secret hopes was that someone would send us a book to add to the one we already had and make a library. Neither my husband nor I believed in overdeveloping one side of our personalities, and, as the book we had was a cook book, almost any additional volume would have formed a desirable variety.

"As the presents began to arrive, however, our expectations diminished, and it was soon plain to be seen that our library table was going to hold one bud vase and a carved cigarette box. There was a faint ray of hope when two sets of bronze book ends arrived, and I delicately displayed these to advantage, hoping that the mere

sight of them would spur various relatives on to more literary gifts.

"One week before the wedding an old friend was kind enough to suggest that I make a choice of gifts. As anyone knows, under those circumstances, one's conscience does not allow one to suggest that a baby grand piano would be most acceptable. So I facetiously remarked that the one thing I desired most was a wooden bread board with some tasteful decoration burnt into the background. This seemed to give him an idea and he asked if I would care for a set of Dumas, as he had been given three sets when married the year before. My enthusiasm was unbounded until his gift arrived and proved to be a rose-colored boudoir lamp.

"Slowly it was borne in upon us that people do not give books to brides. Whether they think the present day young married woman does not read or whether wedding gifts are falling into a more restricted class than formerly, I do not know. Possibly they think that the limited space in the modern three-room apartment excludes the idea of even a small library.

"Be that as it may, I know of no bride who would not gladly find a place for her books should she be so fortunate as to receive some."

VIII

"IN considering the question, 'Do Brides Like Books as Gifts?', there can be no sweeping affirmative—like most of the marriage propositions, it depends on the bride. When two well-bred intelligences unite to found a home where real human beings can find a reasonable happiness, they must have food, fire, love—and books. Let them provide the first three; their friends should supply the fourth. I say their *friends* advisedly, for mere relatives and acquaintances might readily blunder in that line of gift—they often do in others.

"Of course, the man has, probably, his haphazard bunch of bachelor books—sports, science, thrillers, some of the more popular classics, and if he is *very* nice, some of

the poets. And the bride, be she ever so guiltless of the faintest azure tinge to her silken hose, will have, from her school or college days, the nucleus of a rather decent little library. So those nearest in spirit know whereon they have to build, adding to 'our books,' the kind to be enjoyed 'side by each.' For nothing connotes the cosy evening at home, the pipe, the open fire, the real togetherness—as does a book. And let those who think it dulls love's young dream, recall what Paolo and Francesca were doing when their feelings grew too much for them—reading out of the same book, you remember.

"From a long life of making wedding gifts, I can heartily testify, 'I care not who gives the flat silver, if I can give the books!' One of my nicest young friends, an aviator with decorations, a sense of humor and a bubbling vitality, on my asking what he'd like as a wedding gift, designated the 'Life of John Marshall' in three stout illustrated volumes, which he read aloud to his appreciative bride the first year. I can vouch for a set of Thoreau in green silk and gold, that scored a bull's eye, and a delightful little group of pocket Merediths, in blue buckram, that made a very happy hit; also an exquisite pair of tooled leather Percy's 'Reliques'—'Ballads,' 'Nut-Brown Maid' and all—that elicited as specific and spontaneous a note of gratitude as ever flowed from a bridal pen—far different from the regulation 'Many thanks for the lovely gilt clock, which is now on our dining-room mantel, where we hope often to see you.'

"Of course, discrimination should be used with books, just as much as with lamps or sandwich-plates. The choice is not necessarily the 'Encyclopedia Britannica,' altho one of the most idyllically happy marriages I ever knew began with just that gift from groom to bride—and at her request. As a warning—the rejected suitor who sent Stevenson's 'Travels With a Donkey' to the girl who married his rival, probably pleased himself more than her."



Courtesy the Macmillan Co.

Six New New England Bookshops

IV.

The Booke Shop at 4 Market Square



THE BOOKE SHOP ON THE DAY OF OPENING. THE SHOP HAS MANY MORE BOOKS IN IT NOW.

EVERY new searcher for a bookshop location believes that his city offers the one "different" and difficult problem. Yet in most cases the situations are quite similar. Perhaps if any city were to be allowed to consider its location problem peculiar it would be Providence. There lies the immovable river, little used and much bridged, and if the business spreads across it, immediately comes the Hill with its sharp rise to the University grounds and the East Side. Between the river and the hill there is one narrow block. In that narrow block, which is hardly in the commercial district and not in the district of clubs and university quarters, there is a row of old type buildings, some of them with the slanting roofs characteristic of waterfronts of the early nineteenth century.

In one of these pleasant old buildings, formerly occupied by a banking house, the

Market Square Bookshop opened for business in October of 1922, and, in a year and a half it has established itself as a successful and interesting type of bookselling enterprise. The proprietors are Mrs. Charles Bradley and Miss Elisabeth Lustig, both of Providence, and Miss Sherwood, connected with the State Library, who gives part time. Miss Lustig, recently graduated from college, and Mrs. Bradley, who had always found time among her household duties to take on other interests, believed that there was in Providence an opportunity for a bookstore of the personal type, supplementing the old established stores of Gregory, Preston & Rounds and the department store outlets.

They selected this location, because it had a low rent and yet was directly in the path of people passing to and from the hill. This

passing traffic is the characteristic contribution to their business, and, in order to accommodate the business man's interest, the store is opened early at 8:30 and kept open till 6 o'clock.

The character of the rooms made it very easy to create an atmosphere suitable for books and book buying. They are up a half flight from the sidewalk, and, within, two broad full length windows look out across the square and down the row of slanting roofs.

A beautiful mantle with a fireplace was an inherited decoration and in the rear is a large oval directors' room of architectural beauty, which may some time be developed as a special book room but which is now used for packing and general business detail.

The shop is also supplied with an enormous safe which the bankers had needed and which has no more important duty today than to guard the small supplies of the shop. The book shelves run five high, are painted white, and most of the stock is carried on shelves rather than on the tables.

The circulating library was from the beginning an active part of the business, and the owners believe that it is one of the most profitable branches of their enterprise. Children's books are carried in good display and in very careful selection, and the proprietors' acquaintance among groups of parents in the residential district has made this an active business. Displays of etchings have been arranged for from time to time, and the high studded walls make their display easy, and the exhibits have brought new people to the bookshop.



The Booke Shop
at 4 Market Square
Providence

CUT USED ON
LETTER HEAD, ETC.

Brown University faculty and undergraduates have promptly become habitués of the shop. Students are constantly browsing at the shelves and following their own bent of interest in one reading direction or another, and the managers report that the teachers have been quick to recognize the shop as a valuable adjunct to the university needs. Other schools in the city have supplied very friendly interest, the Art School and Miss Wheeler's well-known private school.

It has been found that the trade developed runs largely to non-fiction, tho this development has come about without any special program. Poetry, travel, good memoirs, biography are continuously active.

Besides the managers, there is need now for a bookkeeper who comes in for two hours a day, and it is hoped soon that a stenographer will be added to the force.

Mrs. Bradley and Miss Lustig have been particularly successful in giving their rooms the hospitable atmosphere of a real bookshop, a shop with leisure for browsing and yet initiative and imagination in selling. It is one of those shops whose attractiveness is so apparent that acquaintance with it will undoubtedly set many others to thinking of the opportunities in this field. That it should have made a place for itself so promptly in a conservative city which has book service from famous old firms testifies to the increasing growth of the book buying habit. Few shops have made way more rapidly and have more promptly justified themselves to a community.

Subscription Publishers Hold Submittal

By Waldon Fawcett

A "TRADE practice submittal" was held in Washington on Tuesday May 20, under the auspices of the Federal Trade Commission, at which twenty-five firms interested in the sale of subscription books were represented, comprising in volume of business a majority of the subscription book interests. The conference was called to discuss various abuses which have grown up in the trade.

A "trade practice submittal" is a non-compulsory conference called by the Federal Trade Commission, to assist an industry or business community which seeks to

set its house in order by voluntarily abandoning, on mutual consent, practices that are open to criticism. The good offices of government can often bring together rival interests that, for competitive or other reasons, would hesitate to suggest a reform, tho it were obviously for the common good.

Trade practice submittals have had a stabilizing influence in upwards of a dozen business fields, and are always called by the Trade Commission at the instigation of the trade that is to sit in council. Often the immediate cause of a conference is the issuance by the Trade Commission of

"complaints" against individual members of the trade. Confronted by challenges to trade practice—isolated tho the instances may be in the beginning—a trade community is likely to long for a round table discussion of the practices that are open to indictment. Thus in the present instance, the submittal is the outgrowth of the recent actions taken by the Trade Commission in two subscription book cases.

The Conference ought to be of general interest to the book-trade because of the high ideals phrased and subscribed to by the publishers represented.

There was divergence of opinion but out of it was forged a trade conscience that will probably result in a minimum number of those complaints that have, in the recent past threatened to destroy public confidence in the subscription book business.

The submittal was called at the request of the Subscription Book Publishers' Association in Chicago. It had come to the attention of the officers of that Association that in addition to the "cease and desist" order against one subscription book publisher recently issued by the Trade Commission other similar cases were pending.

Commissioner Nugent, on behalf of the Trade Commission, called the conference to order. He called attention to the large number of applications for complaints against subscription book marketers now awaiting the attention of the Trade Commission. He realized, he said, that the publishers might find it difficult to determine what practices were unfair but he believed that a majority would be able to agree upon some practices that could be outlawed.

Leather and Imitation Leather Bindings

As the submittal was called at the suggestion of the Subscription Book Publishers' Association and that organization had prepared a topical memorandum to serve as a working basis, E. H. Cassels, counsel for the Subscription Book Publishers' Association, introduced H. C. Johnson, president of the Association, who outlined the history of the undertaking and the position of the Association.

"The Association in no sense of the word assumes the rôle of a crusader or a reformer," said Mr. Johnson, "nor does it wish to advocate ethical standards which are impractical or impossible of attainment. It believes that it is only practical business sense to condemn misrepresentations as to the character of books sold, misrepresentations designed to lead the public to believe that it is getting something for nothing, exaggerated and sometimes dishonest promises of premiums and privileges, and

all other false and misleading and untruthful means to secure sales.

"It is submitted that if prospective purchasers are told either in advertisements or by the solicitor, or by both, just what they are to get and just what they are to pay for what they get, the principal difficulty in the business will have been removed."

As the best means of getting the sense of the meeting and paving the way for an ultimate declaration of principles it was, on motion, decided that the various points which have been raised in connection with the sale of subscription books should be taken up successively. The first topic in the ten essential points was misrepresentation as to the quality of bindings. It was asserted that since substitutes for leather have come to be quite generally used there has been a tendency to employ high-sounding names such as "de luxe," "art vellum," "levant," etc, and that these names were often employed with the intent to create the impression that the binding is leather, even tho the word "leather" is not actually used, to the dissatisfaction of customers.

The Raised Contract

While there was no dissent to the proposition that book purchasers should not wilfully be deceived there was a wide divergence of opinion on the intricacies of this issue. Some of the publishers pointed out that many of the trade names now in vogue do not necessarily suggest leather and that there could be no objection to the use of distinctive trade names such as "Art Kraft," etc. There was pretty general concurrence to the opinion expressed by Fred Dolan of Wm. H. Wise & Co., New York. He pointed out that the book-trade recognizes three standard classes of bindings, viz, cloth, leather, and imitation leather or fabrikoid. So that any designation or description of a binding which keeps within its class should be accounted acceptable but that any designation which takes a binding from one class to another should be discountenanced.

Misrepresentation as to the price of books was the second question taken up. The debate dealt with the very old practice of a "raised contract" leading the purchaser to believe that he is getting a reduced price when such is not the fact. F. W. Stone of the *Review of Reviews* Company precipitated a lively discussion when he challenged this denunciation as likely to hamper the entirely ethical practices of using as sales stimulants *bona-fide* reductions in price or warnings of an impending increase in price. The consensus of opinion seemed to be that only

actual misrepresentation of price was denounceable. If reductions, for instance, are made from a price at which books have actually been sold or if a threatened advance is actually to be carried into effect, the talking points must be counted *bona-fide*.

There was a lively discussion of "misrepresentation as to the price or value of so-called 'extension service.'" From the condemnation of the offer of books as premiums to subscribers of "services," the spokesmen for the Subscription Book Publishers Association undertook to pass to the premise that in the subscription book business all premium offers are essentially misleading if not thoroly dishonest, and should be discontinued. This attitude was vigorously opposed by a number of the publishers present who saw in jeopardy the whole structure of combination offers whereby one set of books is offered as a premium in connection with another set.

Premiums

Mr. Stone of the *Review of Reviews* Company asserted that the selling of books by mail is dependent upon the giving of one set with another and that if this is to be stopped it would revolutionize the mail-order book business. The conference then discussed whether premiums may not under certain circumstances be literally "given free" in-so-far as established prices of books are concerned and whether premium costs are to be charged to book production expense or advertising expense. A minority section of the conference defended the idea that small premiums may be the means of moving stock at less cost than other forms of advertising or salesmanship and that the cost of the premiums may consistently be absorbed in sales expense. Instances were cited of salesmen having voluntarily offered to pay out of their commissions for books to be offered as premiums with the sets of books they were selling.

There was no defense for the strategy which exploits a question-and-answer service supposed to be conducted by a board composed of well-known men and women who, in fact, have no actual connection with it. Misuse of testimonials was next discussed. This strikes at such evasions and perversions as the taking of a testimonial, properly obtained in the first place and applying it to new and revised editions. Members of the S. B. P. A. desired to make it an article of faith that securing testimonials by means of a gift, even the gift of a set of books, should be condemned.

Misrepresentation as to the date of com-

pilation, authorship or character of a book found few apologists. But the possibilities of misuse of business names such as "league," "society," "association," etc., was discussed. It was not suggested that old-established names should be abandoned. Even so, the representative of the Grolier Society expressed the fear that if there were official discouragement of such names, this disapproval could be adroitly employed by salesmen for rival firms to injure houses that were well within the ethics of the trade in using long-standing names—always employed with an indication that the business involved was that of book publishing.

The final item on the program was "Changing the title of publications," when the effect of the change was to deceive purchasers. Commissioner Nugent gave point to this discussion by recounting that in the case of various firms in the moving picture industry, the Trade Commission has already applied disciplinary measures when old films had been reissued under new titles without disclosure of the circumstance of repetition.

The primary purpose of the Trade Commission in initiating the trade practice submittal was to ascertain the viewpoint and the sentiment of the trade before the Commission proceeds to consider the cases now before it—there being no less than five potential cases that deal with misrepresentation of bindings alone. Commissioner Nugent then withdrew and the publishers went into executive session to discuss in detail the statement made by Mr. Johnson and to formulate resolutions condemning the practices which are in disfavor with the great majority of the trade as well as with the Trade Commission.

As a result of this executive session, the following resolutions were adopted by the conference of Subscription Book Publishers:

RESOLUTION A

RESOLVED, That we disapprove any editorial policy whereby the listing of any name as editor or contributing editor tends to practice deception on the public.

RESOLUTION B

RESOLVED, That as to all books, the use of only the last date of copyright, and eliminating all previous copyright dates, is condemned.

RESOLUTION C

RESOLVED, That books bound in substitutes for leather should not be represented as being bound in levant or in any way which tends to carry the inference that leather bindings are used.

RESOLUTION D

RESOLVED, That the same or essentially the same set of books should not be sold simultaneously under different titles; that books should never be sold under a title that will mislead as to contents, or under a title which tends to confusion with some previously published work.

RESOLUTION E

RESOLVED, That the marking up of the price of books and the use of the so-called "raised" contract be condemned; that representing that the price asked is below the usual price, or that the price will soon be increased, when such is not the fact, be also condemned.

RESOLUTION F

RESOLVED, That when so-called extension, revision or continuation service is offered, the contract made with the purchaser shall state precisely what the service is, that such service is to be sold at a price distinct and apart from the books which it is designed to keep up-to-date, that the books shall be sold at a stipulated price, and the service shall be sold at a stipulated price; that in case such service is sold to continue over a period of years the service shall actually be furnished as promised to such subscriber without the use of coupons or other form of request.

RESOLUTION G

RESOLVED, That the practice of representing that a certain number of books have been set aside for advertising purposes, to be given free, when such is not the fact, is condemned; and that the practice of representing that a certain number of selected persons in each community have been designated to secure a book or a set of books, or any form of service, free, when such is not the fact, is clearly misrepresentation, and is condemned.

RESOLUTION H

RESOLVED, That the offering of membership in societies, clubs and other organizations, which in fact do not exist, in connection with the sale of books be condemned; that a service devoted to the answering of inquiries, if offered, be represented only as such, and not as something offered by some organization, separate and apart from the concern selling the books when such organization does not exist, in fact, and actually renders no such service, and the names of well-known authors, edi-

tors or authorities should not be used in connection with such offers unless they, in fact, actually are to answer or supervise the answering of the inquiries.

RESOLUTION I

RESOLVED, That the practice of securing agents by misleading or dishonest promises or guarantees, and enticing away the agents of competitors by such means be condemned, but nothing in this resolution shall be construed as in any way limiting the free choice of agents to select their own employers.

RESOLUTION J

RESOLVED, That the practice of giving with services or sets, premiums of books, service or other objects of value, shall not be abused by sales representations of which the effect is to deceive the purchasers as to the relative values of the set or service as compared with the premium accompanying it.

RESOLUTION K

RESOLVED, That no publisher shall be a party to or assist in the organization of so-called independent agents or dealers to sell his books by methods here condemned, and which he as a publisher professes himself not to use; nor shall a publisher sell his books to so-called independent agents or dealers or agents when he knows they are to use unfair or dishonest means to distribute the books to the public. No publisher shall be a party to doing indirectly what he professes not to do directly.

RESOLUTION L

RESOLVED, That it shall be an unfair practice to take a name which so closely resembles the name of an already existing firm as to tend to cause confusion and mislead the public.

RESOLUTION M

RESOLVED, That these resolutions, in so far as practicable, become effective at once; except, that where any change in an existing edition of a book, or set of books, may be required, these resolutions apply to all future editions or printings.

We, the undersigned Chairman and Secretary, respectively, of the conference of Subscription Book Publishers, at the trade practices submittal held at Washington on the 20th and 21st days of May, 1924, do hereby certify that the foregoing are true, accurate and complete copies of all resolutions adopted by the Subscription Book Publishers at said conference. [Signed.]

THE Publishers' Weekly

The American BOOK TRADE JOURNAL

Founded by F. Leyboldt

EDITORS

R. R. BOWEN

F. G. MELCHER

May 31, 1924

I HOLD every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto.

—BACON.

The Subscription Book Business— “Honesty is the Best Policy”

THE subscription book business has been so much under condemnation for practices open to criticism that the discussion and resolutions at the conference held in Washington last week by the subscription book publishers are extremely stimulating and promising. The resolutions may be summed up in the old-fashioned phrase, “Honesty is the best policy.” They represent in a most encouraging way the ideals which subscription book publishers as well as publishers in the regular trade and manufacturers in general in this country are accepting and adopting in practical business.

The first resolution regarding the use of distinguished names as nominal editors should be a protection not only to the publishers in question but to authors and other public men whose names in the past have been utilized for purposes of deception. Too many men have been tempted by money offered to permit the use of their names when the supposed editors were responsible neither for the plan nor the execution of a work. Presidents, distinguished statesmen, librarians and others have thus had their names dragged into notoriety for the purpose of inducing sales which were not justified by the facts. In other cases, the editorial responsibility was very nominal, as in such instances as the reference volumes advertised under such honored names of the past as Richard Garnett of the British Museum and A. R. Spofford, Librarian of Congress, who loaned their names and gave

to certain works a standard which was not deserved.

The resolutions in general cover most of the abuses which have been the object of criticism, especially from regular publishers, so called, who have felt themselves placed at a disadvantage by the methods of marketing subscription books. One justice to the reader may be emphasized in the proposal that, besides the latest copyright, the dates of previous copyright should be included on the verso of the title page; in other words, that when revisions or additions are made, the fact that these are on an earlier work should not be concealed.

The ideals contained in the resolutions represent so high a standard that congratulations may well be tendered to those who contribute in this wise to the general service of the distribution of books as well as to the public whose faith in subscription books will be strengthened by the removal of old processes and the adoption of higher methods.

Broadcasting and Copyright

WITH the many bills on copyright subjects that have been filed in Congress, the only ones that have got attention have been those that have been pressed for discussion by the radio and moving picture interests. These bills, including the Dill Bill in the Senate and the Johnson and Newton Bills in the house, have been subject to four different hearings before Senate and House Committees, with the probable result that none of these will get passage at this time.

The Authors' League has been represented in opposition to these, and the National Association of Book Publishers, tho the free use of music not literature has been the thing which the proponents of the bills have wished to bring about. The copyright law of 1909 was a very thoro revision, and its drafters endeavored to cover for the creators of music or literature all the possible rights that could be of any profit to them. This included the mechanical rights of music, comprising phonograph and piano player, which had just come into use. In the field of literature, it covered dramatic rights, addresses, sermons, etc., but did not cover any public performance rights of general literature, as no such rights were foreseen. Changes have come about by later invention. In the field of music, motion pictures have brought about a type of public performance in which music is highly important for bringing together and holding

audiences, and, in radio, music has become the major part of the programs which have been built up by radio supply houses, newspapers, department stores and by public institutions. In the field of books, the use of literature over a wireless is not so important as music to the hearers, but protection from unrestrained use is of first rate importance to authors and publishers and may become more so.

The argument before Congressional Committees against the authors' and composers' rights has been made by three groups—the broadcasting interests, the motion picture theaters and hotel owners. The last two desire to be relieved from any responsibility of paying for music used in connection with their cabarets and shows which fees they have been paying only under protest or paying after suit. The broadcasters desire to be assured that authors and composers cannot collect from broadcasting stations, arguing that they are doing great public good and that it is not a performance for profit within the meaning of the law.

Two cases on this broadcasting situation have been in court, one connected with Bamberger's Department Store, in which the New Jersey District Court decided that the broadcasting of music over Bamberger's station was performance for profit, inasmuch as the firm used this means to advertise itself, and the case in April in the Cincinnati Federal District Court, the case of Remick vs. American Automobile Accessories Company, in which Judge Hickenlooper decided that the broadcasting of music was *not* a public performance within the meaning of the law. This latter decision has been received with great joy by the broadcasters, and will immediately be appealed by the American Society of Composers, Authors and Publishers.

The latter claims that it is very well satisfied to go to the Supreme Court on this particular case. In the first place, the company doing the broadcasting is a corporation manufacturing and dealing in radio apparatus and is directly interested for profit in broadcasting. Secondly, the Society is content to fight the interpretation that broadcasting is not a public performance. It may be pointed out that there have been many cases in which words in the law are interpreted into new meanings and new situations just as the term "vehicle" has been interpreted to cover automobile. As *Law Notes* of May points out, "The converse of 'public' is 'private.' Surely a performance heard and intended to be heard by thousands is not private. That a

performance open to every member of the public who will comply with certain conditions, advertised to the public and actually heard by thousands is not public seems, in its bare statement, an absurdity." It might also be pointed out that, if a man made a seditious speech over the radio, according to the judge's interpretation this would not be seditious, as it was not a public speech, tho it would be difficult to think of an American court which would not deem it seditious because of that argument.

At the end of the hearings in Washington, it seems likely that these bills will not be brought out of Committee this spring, nor any other copyright bills, so that the whole discussion will go over to another Congress.

The relation of written material to this broadcasting discussion was several times brought out in the hearing. Congressman Reed of Arkansas made the inquiry of Representative Newton as to whether he believed that Brisbane's editorials or Frank Crane's sermons should be free for broadcasting, without responsibility to the author, the moment they were first printed in the newspaper. Representative Newton believed that this should be the case. The result of such interpretation of copyright would be quite obviously disastrous to syndication. If such an interpretation of an author's rights were made, the moment Edgar Guest's poems appeared in any one paper, the broadcasting station could send them over the country.

With such arguments being brought forward, the seriousness of this attempted backward step in the copyright field becomes more evident. Charles Henry Butler, representing the National Association of Book Publishers at the hearing, particularly emphasized the fact that what Congress should most carefully consider is that, in every previous copyright revision, there had always been an effort to increase the protection to the author or composer as new public and profitable uses of creative material appeared, and that this present attempt was absolutely in the wrong direction and not only opened up for free use all music and literary material such as broadcasters might care to use, but also set a precedent so that, in the future, whenever new methods of using such material appeared by invention or by perfection of present methods, there would be likelihood that it would again be said that all the author or composer deserved to have was the right of one original printing and the proceeds thereof.

The Cross Word Puzzle Solved

The Plaza Publishing Company Is Simon & Schuster, Inc.

NOW that "The Cross Word Puzzle Book," released in April under the imprint of the Plaza Publishing Company, is listed as a best seller, it is possible to present a solution of one of the puzzling mysteries of the book-trade.



RICHARD L. SIMON

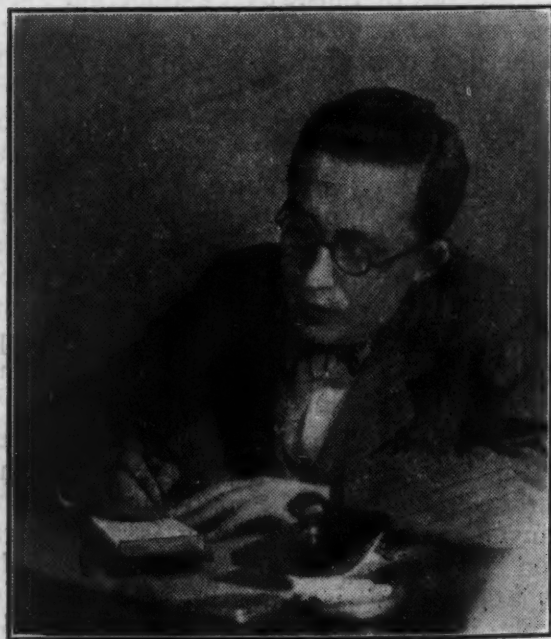
For it now develops that the Plaza Publishing Company is a subsidiary owned and controlled by the new firm of Simon & Schuster, Inc., whose entry into this field was briefly chronicled in a previous issue of the *Publishers' Weekly*. The announcement that Simon & Schuster are the real publishers of "The Cross Word Puzzle Book" was held up until the present in order not to give the impression that the new firm would specialize in novelty books. But so much interest has been aroused by "The Cross Word Puzzle Book" as one of the outstanding current successes, that Simon & Schuster have decided to place it under their own imprint.

The first list of Simon & Schuster publications will come out this fall. Altho all the titles cannot be announced at the moment, the dominant features are known.

The fall list will embrace not more than eight or ten books, one of the most important being "Joseph Pulitzer—His Life and Letters," by Don C. Seitz. The author was for many years a business associate and close friend of Joseph Pulitzer. In addition, the list will include two novels, one juvenile, one work of poetry, and several titles in *The Common Sense Library*, a series of authoritative books on varied subjects, written and priced for popular consumption.

The Pulitzer biography has many of the elements found in the Page letters and "The Americanization of Edward Bok," and for this reason Simon & Schuster expect to see it listed as a best seller not long after publication.

One of the first volumes in *The Common Sense Library* is to be "The Common Sense of Tennis," by William T. Tilden II, tennis champion of the world. Mr. Tilden has



M. LINCOLN SCHUSTER

just delivered the completed manuscript to the publishers who are speeding the manufacture of the book in time for a late summer and early fall sale.

Richard L. Simon and M. Lincoln Schuster, both graduates of Columbia University, the former graduated in 1920 and the latter in 1917, met four years ago. Shortly thereafter Mr. Simon entered the

employ of Boni & Liveright where he had the opportunity to learn all phases of publishing.

Mr. Schuster on the other hand, has been for a number of years instructor in the Pulitzer School of Journalism of Columbia University. He has thus had an excellent opportunity to develop sound editorial judgment. The combination of experience and equipment augurs well for the future of the new house.

The publishing plan of Simon & Schuster is to make excursions into all fields of literature, holding to the policy of concentrating intensively on a small list of books discriminatingly selected and aggressively exploited. "The Cross Word Puzzle Book" seems to have fulfilled that promise, for, according to the *New York Times*, "it is sweeping the country with a whirlwind rush." This seems to be good evidence that Simon & Schuster know a good idea when it strays into their office and know how to put it into book form and how to sell it.

Their offices are located in the new Bainbridge Building at 37 West 57th Street, New York.

Illinois Booksellers Meet

THE ninth annual convention of the Illinois Booksellers' and Stationers' Association on May 6th and 7th at Peoria was a largely attended gathering with active and interested discussion.

The Association took a very aggressive stand for progress in bookselling training and laid plans for a constructive progress to include regular store conferences on the subject, with inter-city conferences from time to time. This subject was specifically brought to the front by the receipt of the report on the survey of the business of booksellers and stationers, which had been carried out since the last convention, under the direction of A. C. Littleton of the Bureau of Business Research of the University of Illinois. The Bureau presented, as part of its activities, the survey report and also a pamphlet on bookselling, intended for all salesmen of books, a pamphlet containing an admirable program which was received with enthusiasm by the convention. The members agreed to support the Bureau in further efforts to help the business.

Marion Humble, Executive Secretary of the National Association of Book Publishers, was the principal speaker at the Tuesday morning meeting, and there was very interesting discussion on the subject of bookselling promotion raised by her talk. President Will W. McKnight, speaking for

the Association, praised very highly the work of the publishers in giving practical help to the bookstore. Mr. McKnight said that such assistance was of very real importance to everyone in the state.

The annual banquet was held on Wednesday evening at the Jefferson Hotel.

The new officers elected are:

President, W. C. Miner, Macomb, Ill.

Vice President, B. F. Lane, Jacksonville, Ill.

Secretary-Treasurer, W. C. Jacquin, Peoria, Ill.

Members of the Executive Committee:

The three officers above and

W. W. McKnight, Normal, Ill.

J. W. Sutton, Danville, Ill.

The next convention will be held in La Salle, Ill., May 5th, 6th and 7th, 1925.

A New Literary Review

A NEW literary paper, under peculiarly fortunate auspices, will be launched in the early fall entitled "*The Saturday Review of Literature*." Henry Seidel Canby, who has edited the *New York Evening Post Literary Review*, is to be editor-in-chief, and with him will be associated William Rose Benét, Amy Loveman, formerly of the *Literary Review* staff, and Christopher Morley, who has consented to come back into journalism under these auspices. The magazine will be issued from the office of Time, Inc., 236 East 39th St., which has, within a year, made a great success of a new weekly periodical of opinion. Mr. Canby will have free hand to develop the paper along ideas of his own.

A Pittsfield Bookshop

LESLEY FROST, daughter of Robert Frost, is to begin bookselling at Pittsfield, Mass., on June 2nd. Her shop will be called "The Open Book Shop," 124 South Street. With her will be associated her sister, Marjorie Frost, and Mary Ellen Hager of Lancaster, Pa. Lesley Frost has been with the Hampshire Bookshop for a year, and Marjorie Frost has been at Johnson's Bookshop in Springfield, Mass. They have obtained a very attractive residential floor just off the main square, which gives them a splendid opportunity for developing a shop such as that city will support.

A little boy asked at the desk for "the book about the doctor that had a reputation but went out nights." Doctor Jekyll, of course.—*Indianapolis Public Library*.

Bringing Books to Guilford

By Andrew Millar

CHAPTER XXVIII

WITH the coming of the new year, Paul looked forward to taking up the work of the book-keeping course. This he expected would occupy him all winter and spring.

"Time enough then for a rest," he told himself, but he knew that with the completion of the book-keeping course, his arduous studies would be over. He did plan to attend further classes at the Y. M. C. A. the following year, but found that he could handle this very nicely in one evening each week. For example, there was usually a salesmanship course consisting of twelve lectures delivered on successive Thursday evenings, and a similar series on advertising on Fridays. Paul decided not to undertake more than one course at a time in future and to accompany it by a good deal of supplementary reading, much of which would be suggested by those delivering the lectures. Paul and his friend, George Burton, had done a good deal of proselyting for these Y. M. C. A. courses and the classes were not a little augmented by the new pupils the two brought in. Paul was thoroly "sold" on the idea of continuing one's education after active school-days were over and he thought that much time could be profitably taken from amusements and devoted to self-cultivation.

Paul had many interesting experiments with his window displays. By January he felt that he had become reasonably proficient and that his windows needed no apology. He found that the pulling powers of various window displays can only be conjectured in advance. Some sales displays that he felt sure would bring customers into the store forthwith proved rank failures while others that he counted quite ordinary produced unexpectedly good results. Early in January he repeated his "Books for the Home" display on a broader basis and backed by a better general stock.

Paul Starts a Circulating Library

PAUL, gaining in experience finds it necessary to develop new angles to his business. Making a larger display of "Books for the Home" increases sales of these books remarkably. Bibles, he discovers, are easy merchandise to dispose of by canvassing and circularizing. Finally, he adds a lending library, whose great success leads him to open branches in nearby towns.

The results were proportionately greater. Paul felt so convinced of the strength of the "home appeal" that he maintained a table in this interest thruout the year. Paul stuck to his original idea that price tags were very useful and he utilized these generously in all window displays. The bulletin, too, took a good deal of time and it had varying results but, all in all, Paul felt that it repaid the time and trouble it caused. Where anything big could be featured the bulletin always attracted many passers-by. At other times, only an occasional glance would be given it.

Early in January, Paul sent Miss Lamson out on her Bible campaign. He backed this up by putting in a good stock of Bibles and keeping them well displayed in the window and in the store. He also included in the display testaments, prayerbooks, various revisions of the Bible and books of helps for Sunday School teachers. The revised Bibles drew the fire of one or two elderly and very devout persons who told Paul that Holy Writ should not be tampered with but should be kept just as God gave it. This led Paul to question Mr. Forthwright regarding the writing and the translation of the various books of the Bible. He was greatly surprised to learn that the Book of Revelation was not the last book to be written and to learn other facts concerning the Bible equally interesting and surprising, which aided him in discussing the scriptural questions when they came up. He found, however, that argument was not profitable, and he well realized that he could ill afford to devote his time to theological discussions. At his request, however, Mr. Forthwright delivered a series of talks on "Our Bible and Where We Got It" before the men's club of his church and he also was prevailed upon to give a half hour talk on the same subject before the New Idea Club. Miss Lamson's cam-

paing was a success, and Paul sold a good many Bibles all thru January and February. He did not sell as many as he had of the dictionaries, but the reason for this was quite apparent: a larger percentage of the homes already possessed Bibles and not a great many of them showed signs of wearing out. Mr. Forthwright told Paul that his Bible-selling campaign was almost equal to an evangelistic campaign in arousing new interest in religious matters. Paul told Mr. Forthwright about the coming Religious Book Week in March, and the minister readily promised whole-hearted support.

"When I see booksellers cooperating to do a worth-while service for the country, I am for them, and I can see nothing more important right now than increased interest in reading that makes for better living and higher thinking.

"Bully for you, Frank," said Paul, for membership in the New Idea Club called for the use of the first name, "start off your sermon on religious books with what you have just told me."

"Of course," Mr. Forthwright went on judicially, "I don't expect that Guilford will furnish a big market for purely theological treatises, but religious books are needed and needed badly. Then your Children's Book Week was good, and so is your emphasis on business books. If booksellers generally will emphasize the fine and useful books and refrain from featuring trash that happens to catch the public fancy for the moment, they will be a great deal better off—and so will the community generally."

"Now you've spoiled it all," said Paul, a twinkle in his eye, "for I intended to give a special window display to 'Wicked Stories' next week."

"Well, put some Bibles in, too, as an antidote," returned the minister.

During the Christmas season, Paul and Margaret Pelham had seen much of each other, and Paul had found her a valuable and hard-working member of his staff. The intimacy of working together, of suppers in each other's company and of the arranging of stock were all most agreeable and made work seem like play as Paul told Margaret. However, the matter of Mr. Drossin still remained a mystery.

Mr. Leffer did not do anything further to bother Paul, but he and a few others resented the young bookseller's "intrusion." This group represented the idea of "little Guilford" and believed in a "trade at home" policy, overlooking the fact that if towns and cities generally adopted this policy business as a whole would be greatly re-

stricted. Such men as these took no pains to conceal from Paul their deeply rooted idea that he had no business coming to Guilford but should have remained in his home town, wherever that might be.

It was in February that Paul put in his circulating library. The reason for the delay was that he did not want to begin its operation until he had received sufficient assurance of support. So, early in February, after the Bible campaign had been completed, Paul put Miss Lamson out on a week's survey of the possibilities of profitably operating a circulating library. For this work he paid her a straight salary. In the meantime, he and Mrs. Cantry discussed the subject with all the customers that came into the store—not with *most* of them but *all* of them. Paul wrote to a number of booksellers who were very kind in furnishing information and one of whom went to great pains in furnishing Paul with an outline of his whole system of handling the library, a system which, with minor changes, Paul ultimately used in his own library. Mr. Kirkland had never put in a library, and on this account, Paul had not asked him for information. Paul decided on a charge of three cents per day with a minimum of six cents per book, but he issued a punch card worth \$1.20, which he planned to sell at \$1.00, but for which he made to advance subscribers a special price of fifty cents, this with the idea of getting the library well started. This proved to be a splendid idea and before the library was opened Paul, with the help of Mrs. Cantry, had sold thirty of these tickets, and Miss Lamson in her outside campaign had sold ninety-five, many of them to members of the Center Club, a list of whom was obligingly supplied by Mrs. Longsmith.

"It's little enough reward for that fine speech you gave us last fall," she said.

The library was a success from the start, and, by a judicious selection of books and careful service to the customers, Paul made it a financially profitable venture. In fact, it was but a comparatively short time before he had installed additional libraries in the neighboring towns of Pacton and Munchester, placing them in fancy shops on a commission basis. In both cases he lent Miss Lamson's service so that the project would have the same adequate start his own library had had. Indeed, Miss Lamson had become a permanent addition to the staff, working part of the time on "outside work" when a salary and commission basis was arranged and, at other times, working inside on a straight salary. The business was growing nicely, and Paul felt that this additional help was justified.

Obituary Notes

DAVID I. MACFADYEN

DAVID I. MACFADYEN, one of the most widely known travelers in the trade, died suddenly at his home in New York on May 23rd. A light attack of the grippe ended unexpectedly in heart failure. He was born in 1857, in the old Ninth Ward of New York, now more widely known as



DAVID I. MACFADYEN

"Greenwich Village." He inherited his book bent from his father, who had been a book binder for many years, and Dave spent a year or more in the bindery of D. Appleton & Co. under his father's tutelage. In 1875 he entered the employ of Thomas Nelson & Sons, filling various positions till 1880, when he became one of their travelers. After ten years' on the road, he voluntarily severed his connection with the house and the book business to become the western representative of the lithographic firm, the Major-Knapp Co. In 1896, however, he came back into the fold as a traveling man for the Oxford University Press, when it established its American branch. His territory for twenty-five years was the entire South, and in this field he had a legion of warm friends. A few years ago he gave up the South and looked after the Boston trade for his house. He is survived by his wife and a daughter.

HENRY GERLACH, JR.

HENRY GERLACH, JR., who for twenty years was connected with Butler Brothers as buyer of books for their five warehouses, died suddenly on May 16th. He was forty years old. He left the Butler wholesale mail-order house about two years ago to engage in a commission business.

HORACE A. RUTTER

HORACE L. RUTTER, of the book binding firm of Robert Rutter & Son, Inc., New York, died suddenly at his home in Brooklyn on May 14th. He was sixty-four years old. The business was established by Samuel Middlebrook in 1848 and bought by his father in 1858.

Collier's Moves to Ohio

THE exodus of publishing plants from New York goes merrily on, principally because of conditions imposed by the printing trade unions. The latest removal is that of *Collier's Weekly*, which, after June 1st, will be published in the plant of the Crowell Publishing Company at Springfield, Ohio. The editorial and business departments will remain in New York. Other factors that led to the decision to move from New York were the prospective condemnation of the property now occupied by the *Collier* plant for the extension of Gansevoort Market and the excessive postage involved in mailing from a seaboard city under present postal rates.

The Bernarr MacFadden publications, twelve magazines with a circulation said to be in excess of 4,000,000 monthly, it is reported, may soon move to Dunellen, N. J. *Collier's*, with a weekly circulation of 1,250,000, makes the ninth magazine to leave New York within the last year and a half. The publication will be made up under open shop conditions. In New York, it was printed under closed shop regulations, and the removal will throw 300 employees out of work.

In the last three years the Hearst magazines have moved to Chicago, *Harper's* to Camden, N. J., the Williams Printing Company to Albany, McCall's to Dayton, Ohio, and the Condé Nast publications to Greenwich, Conn. The book publishing department of *Collier's* will remain in New York.

Personal Note

EMILY P. STREET, manager of the advertising department of the Frederick A. Stokes Co., was elected a vice president of the Confederation of Zonta Clubs at their annual convention, in Buffalo, May 17th.

The Weekly Record of New Publications

THIS list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth.

Imprint date is stated [or best available date, preferably copyright date, in bracket] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date; otherwise simply "c." No ascertainable date is designated thus: [n. d.]

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q (4to: under 30 cm.); O (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo; 17½ cm.); T. (24mo: 25 cm.); sq. obl., nar., designate square, oblong, narrow.

Ainslee, Peter

The way of prayer. 205p. S [c. '24] N. Y., Revell \$1
A book for devotional guidance.

Allen, Nellie Burnham, and Robinson, Edward Kilburn

Stories and sketches; children of other lands. 32p. il. obl. S c. '23 Bost., Ginn pap. 44 c.

A combination story and sketch book intended either to follow or to accompany the geography lessons in grades three and four. It is accompanied by a pad of tracing-paper bound into the book and so arranged that the sheets may be folded over each picture in turn for the child to trace.

Andrews, Jane

The seven little sisters, who live on the round ball that floats in the air; new ed. 119p. il. S [c. '88, '16, '24] Bost., Ginn 64 c.

Asquith, Rt. Hon. Herbert Henry

Studies and sketches. 212p. O '24 N. Y., Doran \$3.50

Observations on life and letters by a distinguished British statesman who was Prime Minister from 1908 to 1916.

Avent, John M., comp.

Book of modern essays. 257p. (bibl. footnotes) D (Modern lib. for high schools) [c. '24] N. Y., Liveright \$1.24

A wide selection of essays by writers of our own time arranged for reading in high school English classes.

Barnes, Julius Howland

The genius of American business. 154p. D c. Garden City, N. Y., Doubleday \$1

A book of facts and statistics with an underlying philosophy, based on addresses made by the author and on articles appearing in *The Nation's Business*.

Barrett, Harold James

Patricia's awakening. 419p. D [c. '24] N. Y., Crowell \$2

A full-length portrait of a New York society girl and her set.

Bates, Katharine Lee

Little Robin stay-behind, and other plays in verse for children. 229p. D '23 c. N. Y., Womans Press bds. \$1.75

Whimsical, fanciful plays in verse to celebrate special occasions in each month of the year.

Beer, Thomas

Sandoval; a romance of bad manners. 219p. D c. N. Y., Knopf \$2.50

A novel of old New York in the days just after the Civil War, and of Christian Coty de Sandoval, one of the most fascinating scoundrels of fiction, who upsets every respected tradition in the code of a gentleman and in the end brings disaster upon himself.

Bender, Robert J.

"W. W."; scattered impressions of a reporter who for eight years "covered" the activities of Woodrow Wilson. 65p. front. S [c. '24] N. Y., United Press Associations, World Bldg. bds. priv. pr.

Bobbitt, John Franklin

How to make a curriculum. 292p. D Bost., Houghton \$1.80

An explanation of the plan of approach to the problems of curriculum improvement recently employed by the author in Los Angeles.

Boon, F. C.

A companion to elementary school mathematics. 302p. diagrs. O (Longmans' modern math. ser.) '24 N. Y., Longmans \$4.50

The author is principal mathematical master at Dulwich College, England.

American Physical Educ. Assn.

Official handbook of the National committee on women's athletics of the American physical education assn., containing the general policies of the committee and the official rules for swimming, track and field soccer. no p. il. S (Spalding red cover ser. of athletic handbooks, no. 115-R) [c. '23] N. Y., American Sports Pub. Co. apply

Bates, Carlos G.

The windbreak as a farm asset. various p. O (Farmer's bull. no. 1405) '24 Wash., D. C., Gov. Pr. Off.; Supt. of Doc. pap. 5 c.

Beer, William

Checklist of American periodicals, 1741-1800. 18p. O '23 Worcester, Mass., Amer. Antiquarian Soc. pap. apply

Bell Telephone Securities Co.

Bell telephone securities reference tables and descriptions; for the use of bankers and investment houses, with a brief introductory statement of the organization and financing of the American telephone and telegraph co. and associated companies; 1924 ed. 60p. Q '24 N. Y., [Author], 195 Broadway pap. apply

Brogan, James M.

Ethical principles for the character of a nurse. 128p. D '24 Milwaukee, Bruce Pub. Co. \$1.35

Brooks, Charles L., D.D.

Things fundamental in the life and ministry of Jesus. 208p. (2p. bibl.) D [c. '24] Nashville, Tenn., Cokesbury Press \$1.25

Brown, Charles Reynolds, and others

Christianity and modern thought; ed. with a foreword by Ralph Henry Gabriel. 208p. O c. New Haven, Conn., Yale \$2.50

Being lectures on Keeping the Faith by Charles R. Brown; Religious Certainty in an Age of Science by Charles A. Dinsmore; Evolution and Religion by Richard S. Lull; The Psychology of Religion by Edward G. Spaulding; The Fundamental Beliefs of Christianity by Albert P. Fitch; The Return to Theology by Benjamin W. Bacon; Life After Death by Willard L. Sperry; The Function of the Church in Modern Society by Charles W. Gilkey; Christianity and International Relations by Robert E. Speer.

Buckley, William

Buckley's history of the great reunion of the North and the South, and of the Blue and the Gray. 244p. il. D [c. '23] Staunton, Va., [Author] \$2.50

"An impartial non-political account of the beginning of reconciliation and the end of sectional strife in the United States; by the kind-hearted, forgiving way."

Buttz, Mrs. Rachel Quick

A Hoosier girlhood. 208p. il. D [c. '24] Bost., Badger \$2.50

An autobiography.

Camerlynck, Mme. Guernier, and Camerlynck, G. H.

France; deuxième année de français; méthode de française avec notation phonétique. 256p. O [c. '22, '24] Bost., Allyn & Bacon \$1.25

Camp, Charles Wadsworth

The artisan in Elizabethan literature. 170p. (13p. bibl.) O (Stud. in English and comparative literature) c. N. Y., Columbia Univ. Press \$2

Carpenter, Frank George

Canada and Newfoundland. 313p. il. O (Carpenter's world travels) c. Garden City, N. Y., Doubleday \$4

Mr Carpenter does not confine himself to a mere description of the scenic beauties of Canada, but from Newfoundland to Yukon he examines carefully the economic and social problems of the land.

Carver, Thomas Nixon

Elements of rural economics. 271p. (bibl. footnotes) D [c. '24] Bost., Ginn \$1.48

Clough, Edwin Howard

Yorick's on the margin. 92p. front. (col.) D [c. '23] Oakland, Cal., R. S. Kitchener Press \$1.75

Essays selected from the author's writings in the *San Diego Union* and the *Evening Tribune*.

Codd, Margaret Jane

Navy life in peace time; with Evans to the Pacific. 205p. il. D '24 Chic., A. Flanagan Co., 920 N. Franklin St. 75 c.

Published in 1909 under title, "With Evans to the Pacific."

Coester, Alfred Lester, comp. & ed.

An anthology of the modernista movement in Spanish America. 351p. (9p. bibl.) S [c. '24] Bost., Ginn \$1.48

Cook, Roy Bird

The family and early life of Stonewall Jackson. 96p. (bibl.) il. O [c. '24] Richmond, Va., Old Dominion Press, Inc. \$2

Copeland, Royal Samuel, M.D.

The health book. 431p. O [c. '24] N. Y., Harcourt \$2

Emergencies, common ailments, general health problems are all discussed here by New York City's former Health Commissioner.

Dyboski, Roman

Modern Polish literature; a course of lectures delivered in the School of Slavonic studies, King's college, University of London. 132p. D '24 N. Y., Oxford \$2

The book is divided into three parts: The Modern Polish Novel; Modern Polish Dramatic Literature; Modern Polish Lyrical Poetry.

Periods of Polish literary history; being the Ilchester lectures for the year 1923. 164p. D '23 N. Y., Oxford \$2

These lectures delivered at Oxford and in London treat of Polish literary history in the full sense and are precursors to the material in the companion volume "Modern Polish Literature."

Edmonds, John Maxwell, ed.

Lyra Graeca; being the remains of all the Greek lyric poets from Eumelus to Timotheus excepting Pindar; newly ed. and tr.; 3 v.; v. II, including Stesichorus, Ibycus, Anacreon and Simonides. 477p. S (Loeb classical lib.) '24 N. Y., Putnam \$2.50

Berry, Edward Wilber

An early Eocene florule from central Texas. various p. il. Q (Dept. of Int.; U. S. geol. survey, professional pap. 132-E) '24 Wash., D. C., Gov. Pr. Off.; Supt. of Doc. pap. 5 c.

Bolser, Charles Ernest

Organic chemistry manual for beginners. 21p. Q c. '23. Hanover, N. H., Dartmouth Prtss. apply

Bouton, C. M., and others

Silver in chloride volatilization. various p. il. O (Mines tech. pap. no. 317) '24 Wash., D. C., Gov. Pr. Off.; Supt. of Doc. pap. 10 c.

Clarke, Frank Wigglesworth

The evolution and disintegration of matter. various p. (bibl. footnotes.) Q (Dept. of int.; U. S.

geol. survey, professional pap. 132-D) '24 Wash., D. C., Gov. Pr. Off.; Supt. of Doc. pap. 10 c.

Cross, William Thomas

The making of a trust co.; twenty-one years' experience of a Chicago trust co.; foreword, Regarding banks—then and now, by George Ade. 71p. il. O '23 Chic., Chicago Trust Co. apply

Deussen, Alexander

Geology of the coastal plain of Texas west of Brazos river. 151p. (bibl. footnotes) il. Q (Dept. of int.; U. S. geol. survey, professional pap. 126) '24 Wash., D. C., Gov. Pr. Off.; Supt. of Doc. pap. 40 c.

Educational directory, 1924. various p. O (Educ. bureau bull. 1924, no. 1) '24 Wash., D. C., Gov. Pr. Off.; Supt. of Doc. pap. 20 c.

Edwards, Walter Alison

Roman tales retold. 77p. D (Lake classical ser.) [c. '24] Chic., Scott, Foresman 60 c.

Short Latin readings for pupils in the second year.

Ely, Richard Theodore, and Morehouse, Edward W.

Elements of land economics. 371p. (6p. bibl.) il. maps D (Land economic ser.) c. N. Y., Macmillan \$3.50

Deals with land problems under such heads as: The Characteristics and Classification of Land; The Present and Future Utilization of Urban and of Agricultural Land; Forest and Mineral Land; Property Rights in Water; Ownership of Land; Land Credit and Land Values; Policies of Land Settlement and Development, and of Land Taxation.

Fahlund, George A.

Graded lessons on the catechism, illustrated by Bible history and scripture selections; textbook for grade six, intermediate department of Sunday schools. 209p. il. S [c. '23] Rock Island, Ill., Augustana Bk. Con. 40 c.

Graded lessons on the catechism and the Bible history, Old Testament; textbook for grade seven, intermediate department of Sunday schools. 238p. il. S [c. '23] Rock Island, Ill., Augustana Bk. Con. 40 c.

Graded lessons on the catechism and the Bible history, New Testament; textbook for grade eight, intermediate Department of Sunday schools. 234p. il. S [c. '23] Rock Island, Ill., Augustana Bk. Con. 40 c.

Graded lessons on the catechism with illustrations from the Bible; grade five, intermediate department of Sunday schools. 153p. il. S. [c. '23] Rock Island, Ill., Augustana Book Con. 40 c.

Fish, Arthur

John Everett Millais, 1829-1896. 181p. il. (col.) F (Master-painters of the world) '23 N. Y., Funk & Wagnalls bds. \$6

Fisk, Harvey Edward

The inter-ally debts; an analysis of war and post-war public finance, 1914-1923. 367p. S c. N. Y., Bankers Trust Co., 16 Wall St. bds. priv. pr.

France, Anatole, pseud. [Jacques Anatole Thibault]

Representative stories of Anatole France; ed. by George Neely Henning. 334p. (2p. bibl.) il. D (Heath's modern language ser.) [c. '24] Bost., Heath \$1.24

Franklin, Fabian

Plain talks on economics. 362p. O c. N. Y., Putnam \$2.50

Leading principles of economics and their application to the issues of today.

Fuchs, Dr. Adalbert

Atlas of the histopathology of the eye. various p. il. (col.) Q '24 N. Y., Lemcke & Buechner \$12

Fulton, Charles C.

Without the city. 84p. D [c. '24] Bost., Christopher Pub. House \$1.50

A thrilling and fanciful story of adventure in realms of mystery rarely entered by man.

Gettell, Raymond Garfield

History of political thought. 522p. (bibls.) O (Century political science ser.) c. N. Y., Century \$3.75

The doctrines of the leading political thinkers from the earliest times down to the present day analyzed by the professor of political science at the University of California.

The constitution of the United States; a study of the fundamental ideals, principles and institutions of the American government. 213p. (bibls.) S [c. '24] Bost., Ginn fab. 80 c.

A textbook for use in high schools, academies and normal schools.

Goodhart-Rendel, H. S.

Nicholas Hawksmoor. various p. il. Q (Masters of architecture) '24 N. Y., Scribner bds. \$2.50

Goodier, Archbp. Alban

The risen Jesus, meditations; with an introduction by Cuthbert Lattey, S. J. 175p. D '23 N. Y., Kenedy \$1.35

Gordon, Jan, and Gordon, Cora

A donkey trip through Spain; il. by the authors. 281p. O '24 N. Y., McBride \$4

The authors of "Two Vagabonds in Spain" continue their gypsy wandering in this new volume, in company with a donkey, Colonel Geraldine by name.

Gordon, Samuel Dickey

Quiet talks about simple essentials; and The present world outlook. 199p. D [c. '24] N. Y., Revell \$1.25

A refreshing volume on the simple, tho really important, things in the Christian life.

Graham, Robert Lincoln, M.D.

Water in disease and in health. 345p. il. O [c. '24] Tyrone, Pa., Bodley & Brooks \$3

A complete and practical guide in the use of water, both internally and externally, for the prevention of disease and the promotion of healthy activity of the human system.

Gray, Joslyn

Black-eyed Susan. 221p. il. D c. N. Y., Scribner \$1.60

She was an only child and pampered, but a ranch in Dakota helped to make her over and there she became the heroine of a lively story.

Grimshaw, Robert

The modern foreman. 312p. diagrs. O [c. '21, '24] N. Y., Gregg \$2.50

Shop talks to foremen.

Ferguson, Henry G.

Geology and ore deposits of the Manhattan district, Nevada. 171p. il. O (Dept. of int.; U. S. geol. survey; bull. 723) '24 Wash., D. C., Gov. Pr. Off.; Supt. of Doc. pap. 50 c.

Fleming, Wallace B.

Guide posts to life work; talks with young peo-

ple on choosing vocations. 84p. S [c. '24] N. Y., Meth. Bk. Con. pap. 50 c.

Gilchrist, Raleigh

Investigations on the platinum metals: 4, determination of iridium in platinum alloys by the method of fusion with lead. various p. O (Bur. of standards, scientific pap. 483) '24 Wash., D. C., Gov. Pr. Off.; Supt. of Doc. pap. 5 c.

Hallock, Robert C., D.D.

Dramatized sermons; the new homiletic. 281p. D [c. '24] N. Y., Doran \$1.50

Halper, B.

Descriptive catalogue of Genizah fragments in Philadelphia. 235p. O '24 Phil., Dropsie College for Hebrew and Cognate Learning \$3

The 487 manuscript fragments from Oriental Synagogue Genizahs now in Philadelphia, classified, described, where possible identified and often transcribed. With indices of proper names and poetic lines.

Hammarsten, Fredrik

The good seed; sermons on the second new series of gospel texts for the church year; tr. by A. W. Kjellstrand; 2 v. 440p; 355p. D [c. '24] Rock Island, Ill., Augustana Bk. Concern \$4

Volume I, Advent to Pentecost; volume II, The Trinity Season.

Harper, Erl Enyeart

Church music and worship; a program for the church of to-day. 324p. (2½p. bibl.) D [c. '24] N. Y., Abingdon \$2

Harris, Frank

Undream'd of shores. 336p. D [c. '24] N. Y., Brentano's \$2

A representative collection of the author's short stories, with a wide range of subject and scene.

Harrison, Traverce, and Sharp, Cecil J.

Evangelism; the man, the message, the method; a "how" textbook of evangelistic methods, growing out of actual experience. 382p. D [c. '24] Cin., O., Standard Pub. Co. \$1.75

Hermann, Georg

Hetty Geybert; tr. by Anna Barwell. 383p. D '24 N. Y., Doran \$2.50

Reconstructing in detail the charm of a long ago Germany, this depicts a period in the life of the orphaned niece of wealthy Jewish merchants.

Herodotus

Herodotus; with an English translation by Alfred Denis Godley; 4 v. iv, Bks. viii-ix. 417p. maps (col.) S (Loeb classical lib.) '24 N. Y., Putnam \$2.50

Hewlett, Maurice Henry

Last essays. 314p. D '24 N. Y., Scribner bds. \$2.50

Recollections, meditations, studies and opinions of the late Maurice Hewlett. Several of the articles in the volume were finished only a few weeks before his death, and a series of studies which were the nucleus of a book he had planned are also included.

Holmes, Arthur

Controlled power; a study of laziness and achievement. 232p. D (Mind and health ser.) c. Bost., Little, Brown \$1.75

Thru the application of the care method, the author makes clear the different kinds of laziness, their underlying causes, and curative methods.

Horn, John Louis

The education of exceptional children. 359p. (bibls.) D (Century educ. ser.) c. N. Y., Century \$2

A consideration of public school problems and policies in the field of differentiated education.

Hotchkiss, George Burton

Advertising copy. 495p. il. O c. N. Y., Harper \$3.50

A book that shows how to write advertising messages that combine literary merit and business utility.

Hughes, Rupert

The golden ladder. 354p. D [c. '23, '24] N. Y., Harper \$2

A novel of New York in the days of Hamilton and Aaron Burr, when cows browsed on Wall Street and ladies rode in gilded coaches.

International Library of Technology

Brush practice; Gothic and Roman styles, italic and text styles, modern styles and spacing, decorative ornament. various p. il. O '24 c. '23 Scranton, Pa., International Textbook Co. \$3.50

James, Montague Rhodes

The apocryphal new testament. 584 p. D [c. '24] N. Y., Oxford \$3.50

Jefferson, Charles Edward, D.D.

Five present-day controversies. 175p. D [c. '24] N. Y., Revell \$1.50

A discussion of current questions relating to theological belief by the pastor of the Broadway Tabernacle, New York.

Jones, Sheridan R.

Black bass and bass craft. 223p. il. O c. N. Y., Macmillan \$3

The life habits of black bass discussed in an informal, popular way, with advice on successful angling strategy.

Kelly, Fred Charters

The wisdom of laziness; with an introduction by Booth Tarkington. 191p. D c. Garden City, N. Y., Doubleday \$1.75

Phases of human endeavor made into humorous, ironical and serious essays.

Helkes, V. C.

Gold, silver, copper, lead and zinc in Arizona in 1922. various p. O (Mines report; mineral resources of U. S., 1922, pt. 1, pp. 489-518) '24 Wash., D. C., Gov. Pr. Off.; Supt. of Doc. pap. apply

Henderson, Charles W.

Gold, silver, copper, lead and zinc in Colorado in 1922. various p. O (Mines report; mineral resources of U. S., 1922, pt. 1, pp. 519-556) '24 Wash., D. C., Gov. Pr. Off.; Supt. of Doc. pap. apply

Hill, James M.

Gold, silver, copper, lead, and zinc in California and Oregon in 1922. various p. O (Mines report; mineral resources of U. S., 1922, pt. 1, pp. 405-451) '24 Wash., D. C., Gov. Pr. Off.; Supt. of Doc. pap. apply

Illinois. Board for Vocational Educ.

Vocational rehabilitation; prepared by Charles Henry Saylor, acting state supervisor. 31p. il. O (Ill. Bd. for vocational educ. bull. no. 28) '23 Springfield, Ill., Illinois State Register apply

Lindabury, Richard Vliet, and others

In the matter of consolidation of the railway properties of the U. S. into a limited number of systems; statement of the Birmingham southern railroad co. various p. Q ['23] N. Y., Evening Post Job Pr. Off. apply

Loughlin, G. F., and Coons, A. T.

Stone in 1922. various p. O (Dept. of int., U. S. geol. survey; mineral resources of U. S., 1922, pt. 2, pp. 261-344) '24 Wash., D. C., Gov. Pr. Off.; Supt. of Doc. pap. apply

Kendall, James

College chemistry companion; for use in conjunction with the revised editions of Smith's College chemistry and a Laboratory outline of college chemistry. 230p. il. O c. N. Y., Century \$1.50

Koven, Joseph

The miracle of Saint Masha, and other plays. 179p. D [c. '24] N. Y., Benjamin Hauser, 1285 Fifth Ave. \$2

Four one-act plays: In the Desert; By the Beard of the Prophet; The Miracle of Saint Masha; God Save the Heir.

Labor Research Dept., Rand School of Social Science

The American labor year book, 1923-24. 548p. D [c. '24] N. Y., Rand School of Social Science, 7 E. 15th St. \$3

Lardner, Ring W.

How to write short stories (with samples). 369p. D c. N. Y., Scribner \$2

A collection of realistic and thoroly American short stories which illustrates as nothing else can the varied genius of Ring Lardner.

Larminie, Margaret Rivers

Deep meadows. 368p. D c. N. Y., Putnam \$2

The story of a sensitive, intelligent woman, of her early and unfortunate marriage, and the ramifications of her life, inseparable from that of the husband whom she never loved.

Laufer, Calvin Weiss

The Bible, story and content. 304p. (bibl.) front. D (Abingdon religious educ. texts) [c. '24] N. Y., Abingdon \$1.25

Leavell, C. S.

The successful Sunday school at work. 271p. D [c. '24] N. Y., Doran \$2

The author is educational director at the Central Baptist Church, Memphis, Tenn.

Livy [Titus Livius]

Livy; with an English translation by Benjamin Foster; 13 c.; v. III, Bks. v, vi and VII. 353p. map (col.) S. (Loeb classical lib.) '24 N. Y., Putnam \$2.50

Lowndes, Mrs. Marie Adelaide Belloc [Mrs. Frederic Sawrey Lowndes]

The Terriford mystery. 314p. D '24 c. '23, '24 Garden City, N. Y., Doubleday \$2

An exciting story raising the question—Can an innocent man be convicted of murder?

Lutz, Mrs. Grace Livingston Hill

Re-creations. 376p. D '24 c. '21-'24 Phil., Lippincott \$2

A springtime romance featuring Cornelia Copely, summoned home from college to manage a shabby house, a worried father, and a lively group of younger brothers and sisters.

Macbride, A. S.

Speculative masonry: its mission, its evolution and its landmarks; with introd. by Joseph Fort Newton. 257p. D (M. S. A. national masonic lib.) [c. '24] N. Y., Doran \$2

"Being a series of lectures delivered at the Lodge of Instruction in connection with lodge progress, Glasgow, No. 873."

McCourtie, William Bloss, comp.

Where and how to sell manuscripts: a directory for writers; 3rd complete revision. 496p. D [c. '19, '20, '24] Springfield, Mass., Home Correspondence School \$3.50

McDowell, Bp. William Fraser

Making a personal faith. 155p. S [c. '24] N. Y., Abingdon \$1

The Merrick lectures delivered at the Ohio Wesleyan University, April 13-17, 1924.

McKenna, Stephen

The commandment of Moses; a novel. 322p. D '24 c. '23 Bost., Little, Brown \$2

The author of "Sonia" portrays a superfluous woman and her unsatisfied emotions.

McLendon, Samuel Guyton

History of the public domain of America. 200p. D [c. '24] Atlanta, Ga., Foote & Daires Co. \$2.25

Macmurray, Charles D. and Cree, Malcolm M.

Shipping and shipbroking; a guide to all branches of shipbroking and ship management. 527p. map O '24 N. Y., Pitman \$4.50

Magary, Alvin E.

Character and happiness. 222p. D c. N. Y., Scribner. \$1.50

A book preaching common-sense religion, optimism and self-reliant faith to those everyday souls who have a living to make, a home to keep, a family to rear, etc.

Magee, Anna F.

The Magee intermediate reader: part three—sixth year; [written] with the editorial coöperation of John F. Reigart. 488p. il. D [c. '24] Bost., Ginn \$1.12

Marquis, Don, i. e., Donald Robert Perry

The Old Soak's history of the world; with occasional glances at Baycliff, L. I., and Paris, France; with drawings by Stuart Hay. 150p. il. D c. Garden City, N. Y., Doubleday \$1.75

A new story of mankind, full of the moralizing and humor of that genial philosopher, the Old Soak.

Mabbott, Thomas Ollive

A Poe manuscript. 5p. il. O '24 N. Y., Public Library pap. apply

Malone, Daniel Wilburn

Seven sciences of nature explained in common English. 33p. front. (por.) D [c. '23] Chic., [Author]. 2207 W. Van Buren St. pap. 60 c.

Mertie, J. B., Jr., and Harrington, G. L.

The Ruby-Kushokwim region, Alaska. 136p. il. O (Dept. of int.; U. S. geol. survey, bull. 754) '24 Wash., D. C., Gov. Pr. Off.; Supt. of Doc. pap 50 c.

Meyer, H. M.

Sulphur and pyrites in 1923. 6p. O (Dept. of int.; U. S. geol. survey; mineral resources of U. S., 1923, pt. 2, pp. 1-6) '24 Wash., D. C., Gov. Pr. Off.; Supt. of Doc. pap. apply

Miller, Gerrit S., Jr.

List of North American recent mammals, 1923. 689p. O (Smithsonian inst., U. S. nat'l mus. bull. 128) '24 Wash., Gov. Pr. Off.; Supt. of Doc. pap. 85 c.

Mathiews, Franklin K., ed.

The boy scouts own book. 207p. il. Q [c. '15-'24] N. Y., Appleton \$1.75

The 1924 addition to scout literature. Besides stories and pictures, it teems with articles on every sort of outdoor activity, and is sure to interest not only boy scouts, but millions of real boys who are waiting to become scouts.

Mayoux, Henri

Practical course in French. 568p. D '24 N. Y., Pitman \$1.75

Mitchell, John Ames

The pines of Lory. 229p. il. D [c. '01, '24] Indianapolis, Bobbs-Merrill \$2

This romance of a man and woman stranded in a forest chateau was most enthusiastically received when it first appeared back in 1901. The new edition has an appreciative introduction by Edward S. Martin, long associated with Mr. Mitchell on *Life*.

Morgan, George Campbell, D. D.

The acts of the apostles. 547p. O [c. '24] N. Y., Revell \$3.75

"A handbook of the spiritual force and method of the first years of Christianity at work in human history."

Morley, Christopher Darlington and Marquis, Don, i. e., Donald Robert Perry

Pandora lifts the lid. 299p. front. (col.) D [c. '24] N. Y., Doran \$2

An ingenious and romantical tale by two popular New York writers. Largely concerned with eighteen-year-old Pandora Kennedy, an altogether delightful bit of femininity second to none in desperation and high spirits, whose escapades include being kidnapped from a very select Long Island seminary along with five other estimable young ladies.

Neville, Charles Edward

Our continent and its neighbors; an American geography. 137p. il. maps D [c. '24] N. Y., Hinds, Hayden & Eldredge 80 c.

O'Connor, Margaret Brown

Religion in the plays of Sophocles. 160p. (2p bibl.) O '23 Menasha, Wis., Geo. Banta Pub. Co., pap. \$1.50

O'Donnell Jessie Fremont, ed.

Love poems of three centuries, 1600-1900; new ed., two volumes in one. 395p. S '23 c. '90 N. Y., Putnam \$3.50

Panter-Downes, Mollie

The shoreless sea. 410p. D c. N. Y., Putnam \$2

Written by an English girl of sixteen, this romance is a triangular affair involving beautiful Deirdre Bellamy, her husband Terry, the boyish Earl of Liscarney, and their friend "Jingles" Wyndham.

Pence, Raymond Woodbury, ed.

Essays by present-day writers. 374p. (7p. bibl.) D '24 N. Y., Macmillan \$1.60

Representative examples of what is being done today in essay-writing on both sides of the Atlantic.

Plautus, Titus Maccius

Plautus; with an English translation by Paul Nixon, 5 v.; v. III. The merchant, The braggart warrior, The haunted house, The Persian. 536p. S (Loeb classical lib.) '24 N. Y., Putnam \$2.50

Potter, H. D.

Cost finding principles for furniture factories. 140p. O [c. '24] Grand Rapids, Mich., Periodical Pub. Co., Kelsey Bldg. fab. \$4

Powell, J. E.

Payment by results; introduction, organization, rate-fixing. 419p. diags. O '24 N. Y., Longmans \$7

Rainbolt, Victor

The town that climate built; the story of the rise of a city in the American tropics. 136p. il. D [n. d.] Miami, Fla., Parker Art Pr. Ass'n \$2

Telling of the phenomenal growth of Miami, a city which sprang into existence in 1896 with the building of the Royal Palm Hotel and now boasts a resident population of some fifty thousand people, augmented during the winter season by a tourist population of from fifty to one hundred thousand.

Rathbone, Cornelia Kane

Darkened windows. 265p. D c. N. Y., Appleton \$1.75

A mystery story that had its beginning in a mistaken exchange of overcoats in a restaurant and the discovery of an incriminating note in the pocket of one of them.

Reid, William A.

Story of the Pan American union. 87p. il. D c. Phil., Dorrance pap. 75 c.

Richman, Arthur

Not so long ago; a comedy in prologue, three acts and epilogue. 105p. il. D (French's standard lib. ed.) c. '19, '24 N. Y., S. French pap. 75 c.

Riley, Mrs. Alice Cushing Donaldson

The brotherhood of man; a pageant of international peace. 50p. O (Pageants with a purpose) c. N. Y., A. S. Barnes & Co. \$1.50

Robertson, John Mackinnon

The Shakespeare canon; pt. 2 236p. O '23 N. Y., Dutton \$5

A second series of investigations, containing The Authorship of "The Two Gentlemen of Verona," The Authorship of "Richard II," The Authorship of "The Comedy of Errors," The Problem of "Measure for Measure."

Robinson, Leonidas

Gates and keys to Bible books; introd. by Bp. John M. Moore. 389p. O [c. '24] N. Y., Revell \$3

A study of each book of the Bible.

National Child Labor Committee, comp.

Poems of child labor. 53p. D '24 N. Y., [Author], 215 Fourth Ave. pap. 35 c.

Nickles, John M.

Geologic literature on North America, 1785-1918; pt. 1, bibliography. 1167p. O (Dept. of int.; U. S. geol. survey, bull. 746) '23 Wash., D. C., Gov. Pr. Off.; Supt. of Doc. pap. \$1.25

Park, Lawrence

Joseph Blackburn, a colonial portrait painter, with a descriptive list of his works. 62p. il. O '23 Worcester, Mass., Amer. Antiquarian Soc. pap. apply

Report of the Federal trade commission on house furnishings industries; v. 2, Household stoves. various p. O '24 Wash., D. C., Gov. Pr. Off.; Supt. of Doc. pap. 20 c.

Rogers, Leigh

Wine of fury. 340p. D c. N. Y., Knopf
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An absorbing novel of Russia in revolutionary days.

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Drama as a factor in social education,
150p. (8 p. bibl.) D [c. '24] N. Y., Doran
\$1.50
Discusses in a practical way the possible uses of
dramatics in the school room, in the church, in the
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Americanization.

Rutledge, Archibald Hamilton

Days off in Dixie. 308p. il. O '24 c. '20,
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Tales of southern woods and swamps and of strange
places and folk on the coast of the Carolinas, by one
who is a hunter and a lover of country things.

Seavey, Martha M.

Judith of Tyre; a drama in three acts.
120p. D [c. '24] N. Y., James T. White &
Co., 70 Fifth Ave. bds. \$1.25

Seward, Anne

The women's department; with introd. by
Frederick W. Gehle. 120p. il. S (Bank de-
partment ser.) c. N. Y., Bankers Pub. Co.,
71-73 Murray St. bds. \$1.25
The organization and operation of the women's
department in a modern bank discussed by one of
the prominent women bankers of New York.

Smith, Norman Kemp

Prolegomena to an idealist theory of
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N. Y., Macmillan \$3.50

Spaeth, Sigmund Gottfried

The common sense of music. 375p. il. O
[c. '24] N. Y., Liveright \$2

Dr. Spaeth concentrates upon the universal effects
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of view and proves that there is a sense of music
common to everybody.

Specimen of types in general use at the

Condé Nast press; with a foreword on
types and type specimens by Douglas C. Mc-
Murtrie. no. p. O '23 Greenwich, Conn.,
Condé Nast Press bds. apply

Spender, Harold, i. e., Edward Harold

Byron and Greece. 345p. (1½p. bibl.) il. O
'24 N. Y., Scribner \$4
The large amount of new material in this volume
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life-long attachment to Greece. The book includes
a complete collection of Byron's writings on Greece,
both in prose and verse.

Squire, Irving and Wilson, Kirtland A.

Informing your public; with a foreword by
James Wright Brown. 167p. (2p. bibl.) D c.
N. Y., Association Press \$1.50
Discussing the principles which should control the
informative efforts of every welfare organization de-
sirous of "getting before the public" with some
special campaign or enterprise.

Suckow, Ruth

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A first novel that tells the story of dull and
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Teignmouth, Lord, and Harper, Charles George

The smugglers; picturesque chapters in the
history of contraband; il. by Paul Hardy, by
the authors and from old prints and pic-
tures; 2v. 249p; 246p. O ['23] N. Y., Doran
bxd. \$12.50

Full of daring ventures and hairbreadth escapes, of
nocturnal fights and pursuits at sea.

Richardson, G. B.

Carbon black produced from natural gas in 1922.
1p. O (Dept. of int.; U. S. geol. survey; mineral
resources of U. S., 1922, pt. 2, pp. 345-346) '24
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pap. apply

Natural-gas gasoline. various p. O (Dept. of
int.; U. S. geol. survey; mineral resources of U. S.,
1922, pt. 2, pp. 347-351) '24 Wash., D. C., Gov. Pr.
Off.; Supt. of Doc. pap. apply

Natural gas in 1922. various p. O (Dept. of int.;
U. S. geol. survey; mineral resources of U. S.,
1922, pt. 2, pp. 353-358) '24 Wash., D. C., Gov. Pr.
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Robertson, Lawson, ed.

College athletics; a handbook of instruction in
the events of the collegiate track and field pro-
gram supplemented by explanatory captions on
action photographs, with an instructive chapter on
keeping the athlete fit, etc., etc. various p. il. S
(Spalding's athletic lib. no. 501-B) [c. '23] N. Y.,
American Sports Pub. Co. apply

Sanford, Edmund Clark

A sketch of the history of Clark university; the
outlook in 1923, by President Wallace W. Atwood.

17p. O (Pubs. of Clark univ. lib., v. 7, no. 1) ['23]
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Silver, James

Mouse control in field and orchard. various p.
O (Farmers' bull. no. 1397) '24 Wash., D. C., Gov.
Pr. Off.; Supt. of Doc. pap. 5 c.

Snodgrass, Catherine

Springtime; a May day pageant. 8p. O (Pa-
geants with a purpose) c. N. Y., A. S. Barnes
pap. 50 c.

Soule, George Henry

The intellectual and the labor movement. 33p.
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Steiner, G.

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worms from Jamaica. 4p. il. O '24 Wash., D. C.,
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Stout, A. B., and others

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reference to breeding from seed. various p. O
(Dept. bull. no. 1195) '24 Wash., D. C., Gov. Pr.
Off.; Supt. of Doc. pap. 10 c.

Thomas, George Clifford, Jr.

Roses for all American climates. 263p. il. (pt. col.) D [c. '24] N. Y., Macmillan \$3

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A study of natural history and the related sciences by the editor of "The Outline of Science."

Thwing, Charles Franklin

What education has the most worth? 245p. (bibl. footnotes) O c. N. Y., Macmillan \$2

A study in educational values, conditions, methods, forces and results.

Tolstoi, Count Léon

The truth about my father. 242p. D '24 N. Y., Appleton \$2

Tolstoi's aspirations and achievements, his relations with his wife, his family life, friends, recreations and studies, his discussions and disagreements—all viewed by his son in a book which gives an intimate and very interesting portrait of the man.

Townend, Harry

J. M. W. Turner, 1775-1851. 180p. il. (col.) F (Master-painters of the world) '23 N. Y., Funk & Wagnalls bds. \$6

Tuckerman, Arthur

Galloping dawns. 276p. D c. Garden City, N. Y., Doubleday \$2

The story of a mere father and his two very modern daughters. The scene is New York, also the south of France and Egypt, from the brown stone "eighties" until today.

Vance, James Isaac, D. D.

God's open: sermons that take us out-of-doors. 204p. D [c. '24] N. Y., Revell \$1.50

Van Pelt, John Vredenburg

Selected monuments of French gothic architecture; one hundred plates from the Archives de la commission des monuments historiques, with text by John Vredenburg Van Pelt. 213p. Q (Library of architectural documents v. III) '24 N. Y., Pencil Points Press, Inc., 19 E. 24th St. bds. \$6

Vesperal (The); containing the offices of vespers and compline for every day in the year according to the use of the Roman church, with a parallel English translation; the offices proper to the feasts which are kept locally in English-speaking countries: and prayers for the rite of benediction. 992p.

Taft, Linwood

Galahad; a pageant of the Holy Grail. 15p. front. O (Pageants with a purpose) c. '24 N. Y., A. S. Barnes pap. 75 c.

Trevelyan, G. M.

The historical causes of the present state of affairs in Italy; Sidney Ball memorial lecture delivered before the Univ. of Oxford, Oct. 31, 1923. 20p. D (Barnett house papers, no. 8) '23 N. Y., Oxford pap. 35 c.

nar. T (The liturgy for layfolk) '24 N. Y., Kenedy \$3

Wallis, Isaac Henry

Frederic Andrews of Ackworth. 334p. il. O '24 N. Y., Longmans \$3

A biography of the man who was associated with the Quaker School at Ackworth (England), for sixty years, forty-three of which he was the Headmaster.

Wharton, Mrs. Edith Newbold Jones

Old New York: False dawn, The old maid, The spark, New Year's day; 4 v. various p. D c. N. Y., Appleton ea. \$1.25; set \$5

Four distinctly different stories, in four separate books, each with its own title and background of old New York like. The period covered is from the 1840's to the 70's.

Willard, Daniel Everett

The story of the prairies or The landscape geology of North Dakota; 10th ed. rev. 376p. il. maps diagrs. O [c. '23] St. Paul, Minn., Webb Pub. Co. (for the author) \$2.50

Williams, Sidney Herbert

A bibliography of the writings of Lewis Carroll (Charles Lutwidge Dodgson); lim. ed. 155p. O '24 N. Y., R. R. Bowker Co. bds. \$6

A comprehensive bibliography in four parts, fully annotated with a complete index.

Williamson, Charles Norris and Williamson, Mrs. Alice Muriel

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The story of a 4,000 mile walk.

Young, J. W. A.

The teaching of mathematics in the elementary and the secondary school; new ed. with supplement "concerning developments, 1913-1923." 469p. (bibls.) D (American teachers ser.) '24 c. '06, '24 N. Y., Longmans \$2.20

Williams, William Henry

In the matter of the consolidation of railway properties of the U. S. into a limited number of systems; statement for Wabash railway company. 68p. O [c. '23] N. Y., Evening Post Job Pr. Off. apply

Work of children on truck and small fruit farms in southern New Jersey. various p. il. O (Children's bureau pub. no. 132) '24 Wash., D. C., Gov. Pr. Off.; Supt. of Doc. pap. 10 c.

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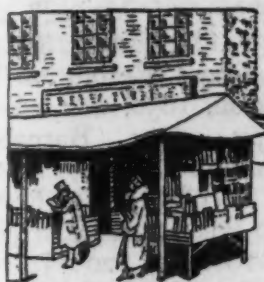
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 Undream'd of shores. Harris, F. \$2 Brentano
 Vesperal, The. \$3 Kenedy
 Water in disease and health. Graham, R. L. \$3 Bodley and Brooks
 Way of prayer, The. Ainslie, P. \$1 Revell

What education has the most worth? Thwing, C. F. \$2 *Macmillan*
 Where and how to sell manuscripts. McCourtie, W. B. \$3.50 *Home Correspondence School*
 Wine of fury. Rogers, L. \$2.50 *Knopf*
 Wisdom of laziness, The. Kelly, F. C. \$1.75 *Doubleday*

Without the city. Fulton, C. C. \$1.50 *Christopher Pub. House*
 Women's department, The. Seward, A. \$1.25 *Bankers Pub. Co.*
 "W. W." Bender, R. J. *United Press Assn.*
 Yorick's on the margin. Clough, E. H. \$1.75 *R. S. Kitchener Press*



Old and Rare Books

Edited by Frederick M. Hopkins



THE current catalog of Pickering and Chatto, of London, lists a first edition of Milton's "Paradise Lost," 1667, with the first title page and first issue of the text, a large perfect copy in original calf binding in good state of preservation at £520.

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SOTHERAN'S *Bulletin* for April is devoted mainly to books on Napoleon and his times, with some engraved portraits and autographs on the same subject. The 500 lots contain only a sprinkling of very rare and high priced items, consisting mainly of good editions of moderate priced books adapted for use in the private and public library.

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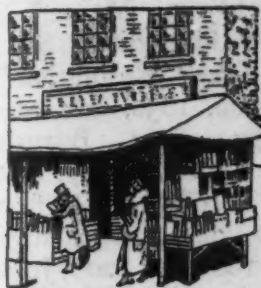
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BEVERLY CHEW, famous collector of books and manuscripts, died last week in Geneva, N. Y. He was well known in

- Herodotus, v. 4, bks. 8, 9. \$2.50 Putnam
 Hetty Geybert. Hermann, G. \$2.50 Doran
 History of political thought. Gettell, R. G. \$3.75 Century
 Hoosier girlhood, A. Buttz, R. Q. \$2.50 Badger
 How to make a curriculum. Bobbitt, J. F. \$1.80 Houghton
 How to write short stories. Lardner, R. W. \$2 Scribner
 Icarus, or The future of science. Russell, B. A. W. \$1 Dutton
 Informing your public. Squire, I. and Wilson. K. A. \$1.50 Assn. Press
 Inter-ally debts, The. Fisk, H. E. Bankers Trust Co.
 Judith of Tyre. Seavey, M. M. \$1.25 J. T. White
 Land economics, Elements of. Ely, R. T. and Morehouse, E. W. \$3.50 Macmillan
 Last essays. Hewlett, M. H. \$2.50 Scribner
 Little Robin stay-behind. Bates, K. L. \$1.75 Womans Press
 Livy, v. 3, bks. 5, 6, & 7. \$2.50 Putnam
 Love poems of three centuries. O'Donnell, J. F. \$3.50 Putnam
 Lure of Monte Carlo, The. Williamson, C. N. and A. M. \$2.50 Doubleday
 Lyra Graeca. Edmonds, J. M. \$2.50 Putnam
 Magee intermediate reader The. Magee, A. F. \$1.12 Ginn
 Making a personal faith. McDowell, W. F. \$1 Abingdon
 Mathematics in the elementary and the secondary school, The teaching of. Young, J. W. A. \$2.20 Longmans
 Millais, John Everett. Fish, A. \$6 Funk & Wagnalls
 Miracle of Saint Masha. The. Koven, J. \$2 B. Hauser
 Modern essays, Book of. Avent, J. M. \$1.24 Liveright
 Modern foreman, The. Grimshaw, R. \$2.50 Gregg
 Modern Polish literature. Dyboski, R. \$2 Oxford
 Navy life in peace time. Codd, M. J. 75c. A. Flanagan
 New song plays to old tunes. Wood, M. W. \$2 A. C. Barnes
 Nicholas Hawksmoor. Goodhart-Rendel, H. S. \$2.50 Scribner
 Not so long ago. Richman, A. 75c. S. French
 Old New York. Wharton, E. N. J. 4 v. ea. \$1.25; set, \$5. Appleton
 Old Soak's history of the world, The. Marquis, D. \$1.75 Doubleday
 Our continent and its neighbors. Neville, C. E. 80c. Hinds, Hayden & Eldredge
 Outsider, The. Sutherland, J. \$2 Brentano
 Pan American union, Story of the. Reid, W. A. 75c. Dorrance
 Pandora lifts the lid. Morley, C. D. and Marquis, D. \$2 Doran
 Patricia's awakening. Barrett, H. J. \$2 Crowell
 Payment by results. Powell, J. E. \$7 Longmans
 Pines of Lory, The. Mitchell, J. A. \$2 Bobbs
 Plautus, v. 3. \$2.50 Putnam
 Polish literary history, Periods of. Dyboski, R. \$2 Oxford
 Prolegomena to an idealist theory of knowledge. Smith, N. K. \$3.50 Macmillan
 Quiet talks about simple essentials. Gordon, S. D. \$1.25 Revell
 Re-creations. Lutz, G. L. H. \$2 Lippincott
 Religion in the plays of Sophocles. O'Connor, M. B. \$1.50 G. Banta
 Representative stories of Anatole France. France A. \$1.24, Heaph
 Risen Jesus, meditations, The. Goodier, A. \$1.35 Kenedy
 Roman tales retold. Edwards, W. A. 60c. Scott, Foresman
 Roses for all American climates. Thomas, G. C. \$3 Macmillan
 Sandoval. Beer, T. \$2.50 Knopf
 Science, old and new. Thomson, J. A. \$3.50 Putnam
 Seven little sisters, The, etc. Andrews, J. 64c. Ginn
 Shakespeare canon, The. pt. 2. Robertson, J. M. \$5 Dutton
 Shipping and shipbroking. Macmurray, C. D. and Cree, M. M. \$4.50 Pitman
 Shoreless sea, The. Panter-Downes, M. \$2 Putnam
 Smugglers, The. Teignmouth, Lord, and Harper, C. J. \$12.50 Doran
 Specimen of types in general use at the Condé Nast press. Condé Nast Press
 Speculative masonry. Macbride, A. S. \$2 Doran
 Stories and sketches. Allen, N. B. and Robinson, E. K. 44c. Ginn
 Story of the prairies, etc. Willard, D. E. \$2.50 Webb Pub. Co.
 Studies and sketches. Asquith, H. H. \$3.50 Doran
 Successful Sunday school at work, The. Leavell, C. S. \$2 Doran
 Terriford mystery, The. Lowndes, M. A. B. \$2 Doubleday
 Things fundamental in the life and ministry of Jesus. Brooks, C. L. \$1.25 Cokesbury Press
 Town that climate built, The. Rainbolt, V. \$2 Parker Art Pr. Assn.
 Truth about my father, The. Tolstoi, L. \$2 Appleton
 Turner, J. M. W. Townsend, H. \$6 Funk & Wagnalls
 Undream'd of shores. Harris, F. \$2 Brentano
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financial circles, but it was as a collector that he was most widely known. He was one of the earliest in this country to specialize in the first editions of authors of the Elizabethan period in a large way. A portion of his collection was sold some years ago and was said to have brought \$500,000. He retired from business a few years ago, built a house in Geneva especially adapted to his treasures including a library and a vault of large dimensions. His last years were spent with his books. Mr. Chew was an early and active member of the Grolier Club, serving it in many capacities and always taking a lively interest in its success.

THE Frick Art Reference Library, which has been brought together in the last four years, will be opened to the public on June 9. It is located in the new library building just east of the gallery at 71st Street and Fifth Avenue, which houses the Frick collection. It consists today of 37,000 photographs of paintings and drawings from the 12th century to the present time, cataloged so as to give the art student and research worker quick access to any photograph in the library. In addition to the photographs there are 7,000 sales catalogs and 5,000 reference books. The aim of the library is to bring together photographs of the paintings and drawings of the representative artists of America and Europe. The 37,000 photographs form only a comparatively small beginning. The largest collection of the kind is that of Sir Robert Witt, which contains 250,000 photographs and yet does not exhaust the field.

THE private library of the late Walter Adams of Framingham, Mass., consisting of Americana, biography, Greek and Latin classics, first and early editions of English authors, and English, Scotch and Irish historical and literary works was sold at the Anderson Galleries May 19, 20, and 21, 1198 lots bringing \$5,654.25. This library contained little that was rare, but fair prices were realized. A few outstanding items and the prices which they brought were the following: "A Confession of Faith owned and consented unto by the Elders and Messengers of the Churches assembled at Boston in New England, May 12, 1680," Boston, 1680, first edition of the first confession of faith published in America, \$70; Emerson's "Essays," first and second series, 2 vols., Boston, 1845-47, presentation copies from the author, \$32; Samuel Hopkins's "Historical Memoirs relating to the Housatunnuk Indians," 8vo, sewn, Boston, 1753, poor copy, \$21; a col-

lection of W. Gilmore Simm's "Writings," 21 vols., various sizes and bindings, New York, 1846-68, \$17; Stedman's "History of the Origin, Progress and Termination of the American War," 2 vols., 4to, London, 1794, first edition, \$37; Isaiah Thomas's "History of Printing in America," 2 vols., 8vo, original boards, Worcester, 1810, first edition, presentation copy from the author, \$25; Williamson's "History of Maine," 2 vols., 8vo, Hallowell, 1832, first edition, \$19; Webster's "Speech on Clay's Resolution," 8vo, wrappers, Washington, 1850, first edition, presentation copy, \$40; Burns's "Poems," 8vo, levant, Edinburgh, 1787, first Edinburgh edition, \$25; a collection of first editions of Coleridge, 20 vols., various sizes and bindings, London, 1808-95, \$20; John Taylor, the Water Poet's "Works," small folio, old calf, London, 1630, first complete folio edition, \$25; and Virgil's "Bucolica, Georgica, et Aeneis," 2 vols., imperial 8vo, morocco, Londini, 1800, a choice copy of this esteemed edition, \$32.50.

Auction Calendar

Thursday and Friday afternoons, June 5th and 6th, at 2 o'clock. Books and autographs, including many from the private library of a New Jersey book lover. (No. 328; Items 531.) The Walpole Galleries, 12 West 48th St., New York City.

Catalogs Received

Americana, Civil War, genealogy, etc. (No. 22; Items -039.) Charles T. Powner Co., 177 West Madison St., Chicago, Ill.

American historical autographs. (No. 115; Part 1, Items 512.) George D. Smith, 8 East 45th St., New York City.

First editions and other choice books, including a large number pertaining to Henry David Thoreau. (No. 4; Items 652.) Alexander Greene, 816 Cass St., Chicago, Ill.

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Write your wants plainly, on one side of the sheet only. Illegible "wants" are ignored. To insure prompt replies each title should begin on a separate line. Grouped titles in a solid paragraph, excepting those by one author, not allowed. The WEEKLY is not responsible for errors. Parties with whom there is no account must pay in advance.

In answering, please state edition, condition and price, including postage or express charges. Houses that will deal exclusively on a cash-on-delivery basis should put [Cash] after their firm name. The appearance of advertisements in this column, or elsewhere in the WEEKLY does not furnish a guarantee of credit. While it endeavors to safeguard its columns by withholding the privileges of advertising should occasion arise, booksellers should take usual precautions in extending credit.

BOOKS WANTED

Alcove Book Shop, 936 Broadway, San Diego, Cal.
 Young's Analytical Concordance.

America-South-of-U.S., 44 W. 47th St., New York
 Bonsall, The American Mediterranean.
 Bandelier, Notes on Bibliog. of Yucatan and Cent. America.

Dawe, Acct. of a Journey Down the Magdalena.
 Bingham, Journal of Exped. Across Venezuela and Columbia.

Mozans, Along the Andes and Down Amazon.

Schapelle, German Element in Brazil.

Venezuelan Bluebook for 1921.

Hartt, Journey in Brazil.

Herndon & Gibbon, The Gibbon Map.

Hewitt, Coffee, Its History, etc.

Historicus, Cocoa, All About It.

Koebel, Uruguay.

Riva Agüero, Caracter de la Literatura del Peru and La Historia en el Peru.

Squire: Notes on Central America; States of Central America; Peru, Incidents of Travel, etc.;

Bard, Waikna; Adventures on the Mosquito Shore.
 Winter, Guatemala.

Amer. Bap. Pub. Soc., 1107 McGee St., Kansas City, Mo.

Popular and Critical Bible Encyclopedia, complete set, 3 vols., by F. Fallows.

Jane Field, by Freeman.

Complete Set Old and New Testament Preacher's Homiletic Commentary.

American Library Service, 500 Fifth Ave., New York

Greene, Parrots in Captivity, 3 vols.

Marx, Eastern Question.

Kirkham, The Ministry of Beauty.

Hirsch, Democracy vs. Socialism.

Kelly, Walter Keating, ed., Propertius.

Hough, The Outlaw.

Holtzman's Life of Christ.

McGuffey Readers.

National eographics, 1888 to 1905, odd numbers.

Send for our Bulletin 32, Books Wanted.

American News Co., 9 Park Place, New York
 The Martyr's Monument, 12 mo., pub. by the American News Company, 1865, New York.

William H. Andre, Kittredge Bldg., Denver, Col.

Edkins, J., Chinese Buddhism; Religion in China.

Hardy, E., Der Buddhismus.

Keeppen, C. T., Die Religion des Buddha.

Kern, H., Manual of Indian Buddhism.

Warren, Buddhism in Translation.

Tiele, O. R., Outlines History of Ancient Religion to Spread of Universal Religions.

Hastings, Dictionary of Bible, extra. vol., 1804.

Jevons, Intro. to History of Religion; The Idea of God in Early Religion.

A. Lang, Making Religions.

Jordan, Comparative Religion.

Pratt, Psychology of Religious Belief.

Transactions of 3rd International Congress in Boston.

Cunningham, A., The Ancient Geography of India, 1871.

David, T. W. R., Buddhism, Being a Sketch of the Life and Teachings of Gautama, the Buddha, 1899.

Elements of Science of Religion, by Tiele.

Origin and Growth of Conception of God, D'Alviella.

Ed. Anthony, 1601 University Ave., N. Y.

The Pituitary Body and Its Disorders, Harvey Cushing, 1912.

A. S. Arnold, Box 35, Metuchen, N. J.

Books on Ancient Egypt, Monument, Hieroglyphs, History, Art, etc.

Baker & Taylor, 354 Fourth Ave., New York

The Golden Age of Engraving, Keppel.

Wm. Ballantyne & Sons, 1409 F St., Wash., D. C.

Mabie, Parables of Life.

Bargain Bk. Store, 79 Fourth Ave., New York.

The Fighting Blade, B. M. Dix, 2 copies.

Beatrice of Clau, J. R. Scott.

Songs of Two, T. Hardy.

Lover's Diary, G. Parker.

Barnes & Noble, 76 Fifth Ave., New York.

Weitenkamp's How to Appreciate Prints, pub. by Moffat, Yard & Co.

Beach's Bookshop, 418 N. Meridian St., Indianapolis
 Five Fridays, F. R. Adams, Small.

BOOKS WANTED—Continued

The Beacon Bk. Shop, 26 W. 47th St., New York.
Withers, Egypt of Yesterday and To-day.
Williams, The Mountain That Was God.
Basil King, The Empty Sack.

F. M. Behymer, 1204 Olive St., St. Louis, Mo.
Red Eagle, Geo. C. Eggleston, pub. 1878.

W. P. Blessing Co., 208 S. Wabash Ave., Chicago.
Masson on Milton.
Dugal Stewart, Moral Philosophy, 2 vols.
Lea, History of Auricular Confession, 3 vols.
Casey, Notes on History of Auricular Confession.
Kant's Critique of Pure Reason, Muller ed.

Bd. of Christian Educ. of the Presby. Church,
Witherspoon Bldg., Philadelphia.
Children of Men, copyright 1903, pub. McClure,
Phillips & Co.; Jake or Sam, pub. Fitzgerald, both
by Bruno Lessing.
History of Christian Missions in India, Richter.

Bd. of Christian Educ. of the Presby. Church,
278 Post St., San Francisco, Cal.
Who Is He?, S. F. Smiley.

The Bookseller, 208 King Ave., Columbus, Ohio.
Mantagassa, Physiology of Love; Hygiene of Love;
Physiology of Pleasure; Human Ecstasies.
American Journal of Roetgenology, pub. Hoeber,
any vol. bound or unbound.

The Book Shelf, 15 Garfield Pl., Cincinnati, Ohio.
Janet March, Floyd Dell.
Eliot, Five-Foot Bookshelf in leather.
My Lady Peggy Goes to Town, Mathews, F. A.,
pub. Moffat, 13.
Story of a Slave, Told by a Slave, anonymous.
American Mercury, nos. 2 and 3.

The Book Shop, 219 N. 2nd St., Harrisburg, Pa.
Simply Women, Prevost.
Right Living and Right Thinking.
Caricia.
United States Catalogue, 1902.
Letters from Hill, Torrey.
The Soul World, Randolph.
Foretokens of Immortality, Hillis.
Lover's World, Stockham.

The Booke Shop, 4 Market Sq., Providence, R. I.
William Morris, Life and Death of Jason; special
ed., Armfield illus.; Glittering Plain, special ed.

Book World, 1003 Market St., St. Louis, Mo.
Todhunters, Law of Probability.
Suez Canal, Fitzgerald.
Vorbilder, Hoffman.
Fragments, Book of Plates, Black and White.
Art Anatomy, any.
Spangenberg's Arithmetic Self Taught.
River War, Winston Churchill.
Through Fire and Sword, Emin Pasha.
Lives of the Caesars, Suetonius.
Robt. Adams and His Brother, Their Life, Work
and Influence, John Swarbrick.
Cyclopedia of Education, Paul Monroe, complete
set.

Boston Bookman, 104 Robinwood Ave., Boston, 30
R. L. Stevenson, all items; all catalogues.

Brentano's, 218 S. Wabash Ave., Chicago.
Beers, History of the Great Lakes.
Buck, Walt Whitman, 1883.
Chittenden, History of the American Fur Trade of
the Far West, 3 vols.
Cook, The Border and the Buffalo, Topeka, Kan-
sas, 1907.
Cumberland, Century of Sail and Steam on the
Niagara River.
Fleming, Wind Stresses.
Fox-Davies, The Art of Heraldry.
Grant, A Manual of Heraldry.
Gregorovius, History of Rome, 6 vols.
Hastings, Encyclopedia of Religion and Ethics, 12
vols., cloth.
Hope, Dolly Dialogues.

Brentano's, Chicago—Continued

Hough, Story of the Outlaw.
Hyne, The Plunderer.
Jung, Psychology of the Unconscious.
Lee, Opportunities in the Newspaper Business.
Rath, Too Much Efficiency.
Spalding, Glimpses of Truth; Aphorisms and Re-
flections.
Text-book for Officers at School of Musketry.
Tod, Emily Dickinson's Letters.
Tossi, Observations on the Art of Florid Songs.
Tracy, The Red Year.
Wild Bill Hickok, anything about.
Wright, Dodge City, The Cowboy Capital, Wichita,
Kans., 1912.

Brentano's, Fifth Ave. and 27th St., New York

A Study of Death.
The Red House; The Magic World; The House with
No Address; The House of Arden, E. Nesbit.
Ninth Vibration, L. A. Beck.
Fairy Tales of the Brothers Grimm, trans. by Mrs.
Edgar Lucas.
Addresses, Henry Drummond.
Proposals for His Edition to Shakespeare, Johnson.
The Corner House, Fred. Merrick White.
Life of Francis Willard.
Methods of Research in Microscopical Anatomy and
Embryology, Boston, 1885, C. O. Whitman.
Wolfville Folks; Sunset Trail; When Men Grow
Tall; Wolfville Thanksgiving, Alfred Henry
Lewis.
Art of Tatling, Hoare.
The Complete Yachtsman, Heckstall, Smith & Du-
Boulay.
Parrots & Co., Harold MacGra.
In the Ways of the Georges, Wm. B. Boulton.
Wood Carver, J. S. Gibson.
Fur Farming for Profit, Layman.
Narrative History of Cohasset, E. Victor Bigelow.
The Seed That Was Sown in the Colony of Georgia,
the Harvest and the Aftermath, Chas. Spalding
Willy.
Secrets of the Salmon, Hewitt.
Art of Love; Sex and Life, Dr. Robie.
History of Greece, Adolf Holm, vols. 1-4.
Thoughts on the Apocalypse, Benj. Mills Newton.
Scotch-Irish, Chas. Augustus Hanna.
The Living Word, Elwood Worcester.
Beauty of Form and Grace of Gesture, Steele &
Adams.
Wallingford Books, 4 vols., Uniform ed., George
Randolph Cluster.
Book of Death, 2 vols.
Richard Yea and Nay, Hewlitt.
The Golden Silence, Williamson.
Lectures on the Bagavad Gita, T. Sulba Row.
Morning and Evening Service of the Catholic
Church, Dr. Fenick.
Townsend Harris, W. E. Griffis.
Judgment of the Sword, Maud Diver.
In Times of Peril (Indian Mutiny), Geo. Alfred
Henty.
Beginnings of Colonial Maine, Henry Sweetser
Burge.
Plastering, Millar.
Well of English and the Bucket, B. Johnson.
Marion, Mrs. Bertram Babcock.
Circuit Rider's Wife, Cora Harris.
Savanarola, Life and Times, W. R. Clark.
Historical Atlas of County of Chautauqua, N. Y.,
from Actual Surveys and Records.
Trespasser, D. H. Lawrence.
Leading Cases Done Into English, Sir Fred. Pol-
lock.
Illustrated Exercises in Design, Elizabeth Garra-
brant.
Possessed, C. L. Moffat.
Memories of Theodore Thomas, Rose Fay Thomas.
Valve of Love.
Pilgrimage with a Milliner's Needle, Anna Walther.
Will to Power, Nietzsche.
Modern Masters of Pulpit Discourses, Wilkinson,
W. C.
The Teaching of Jesus Concerning God the Father,
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 Rosebery, Napoleon, The Last Phase.
 Eden, Mrs., Garden in Venice.
 Bullock-Hall, W. H., The Romans on the Riviera and the Rhone.
 Day Doings, 1876-77, Illustrated Weekly.
 Mallock, Romance of the 19th Century.
 Stopes, Wise Parenthood.
 Parker, John A., Quadrature of Circle.
 Genealogy of the Billingsley Family.
 Genealogy of the Daniel Cole Family.
 Barnum, Rev. S. W., Vocabulary of Eng. Rhymes.
 Cyclopaedia of American Biography, ed. by John Howard Brown, Boston, 1897.
 White, When Tragedy Grins.
 Galsworthy, Loyalties, London 1st eds.
 Archko Volumes.

Brick Row Bk. Shop, 19 E. 47th St., New York.

Eaton, Walter P., Runaway Place.
 Orzy, Scarlet Pimpernel; Laughing Cavalier.
 Hartsfeld, Masterpieces in Music.
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 Arlen, Romantic Lady; London Venture.
 Leighton, Sinsadus London.

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Wm. Howard Taft, The Man of the Hour, Phil., 1908.
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Arvine's Cyclopaedia of Anecdotes, Literature and Fine Arts.

Brooklyn Museum Lib., Eastern Parkway, Brooklyn, N. Y.

American Naturalist, vol. 24, 1896.

Frank C. Brown, 44 Bromfield St., Boston, Mass.

Secrets of the Salmon, Hewitt, Scribners.
 Life of the Salmon, Calderwood, Longmans.
 Observations on a Salmon River, Griswold, privately printed.
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Carnegie Library, Atlanta, Ga.

Brewer, D. T., ed., World's Best Essays, 10 vols., E. C. Hill Pub. Co.
 Seton-Watson, R. W., The Southern Slav Question and the Hapsburg Monarchy, 1911.

Geo. M. Chandler, 75 E. Van Buren St., Chicago.

Castlemon, Julian Mortimer.
 Mackenzie, Alex., Voyage of, London, 1801.
 Murray's English Dict., complete.
 Symonds, Renaissance in Italy, 7 vols., Holt.
 Moore Genealogy, E. J. Moore.
 Babbitt, Principles of Light and Color.
 Baird, Brewer & Ridgway, Water Birds, 2 vols.
 Barber, American Glassware.
 Beerbohm, More, 1st ed., 1899.
 Bell, Reminiscences of a Ranger.
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Vol. 1 of Lunge's Technical Methods of Chemical Analysis, old ed.

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American Newspaper Annual, 1923, Ayer.
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 Bell, Mineral Region of Lake Superior.
 Amer. and Delaine-Merino Record, vols. 2, 3, 4, 5.
 National Repository, 1880, Jan., Feb., Apr., and 1881 to end.
 Flammarion, Popular Astronomy.
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 Landrum, Colonial and Revolutionary Hist. of Upper S. C.
 Rupp, Coll. of 30,000 Names of German, etc., Immigrants in Pa.
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 Vining, Inglorious Columbus.
 Vaca, Alvar Nunez Cabeza de, Journey, tr. by Bandelier, Barnes, 1905.
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 Richmond Daily Dispatch, any runs of.
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 Musical Times, 1871-1897.
 Earle, Treatise on Railroads, 1830.
 Crockett, David, Almanac, 1835.
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 Amer. Chemical Soc. Jl., vols. 1-7.
 Biblical Repertory, Ser. 1, vol. 4.
 Hamilton, Alex., any books on or by.
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 Poole's Index, vol. 5, 1897-1901.
 Coit, Social Worship, 2 vols.
 Robinson, Loom and Spindle, 1898.
 Wall Street Journal, set or vols.
 Elliot, Wild Fowl of U. S. and British Possessions.
 Pope, Game Birds and Water Fowl of U. S., 1878.
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Kears, Checker Encyclopedia, vols. 3, 7 and 8.
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Becke, Louis, Ema the Half Blood, 1897.
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Collins, John Jasper's Secret.
Cabell, Beyond Life, 3rd Kalki ed., 1920; The Cream of the Jest, Kalki ed., 1920.
Darwin, Origin of the Species, 1st American ed.
Dumas, Sylvandire, 1 vol., Handy Library, blue cloth; The Regent's Daughter, 1 vol., Handy Library, blue cloth; Black, the Story of a Dog, 1 vol., Handy Lib. ed., blue cloth; Olympe de Cleves, 2 vols., Handy Lib. ed., blue cloth.
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Fishes of Florida, Government publication, Wash.
Gaylord, Culm Rock, After Years.
Going, Field, Forest and Wayside Flowers.
Illustrated Outdoor News, 1904-1905.
Jamieson, Real Fairy Folks.
Lawson, H. H., History of Union, Conn.
Lucas, Wanderer in London, 1st ed.
Longfellow, Vision of St. Launfal.
Lefevre, History of New Paltz, cloth.
Millay, Second April, 1st ed.; Renaissance, 1st ed.; Two Slaterns and a King, 1st ed.
Millay, Few Figs from Thistles, 1st ed., 1920.
Machen, Hieroglyphics, 1st Amer. ed.
Macaulay's History of England, University ed.
Moliere's Plays, vol. 2, notes by Walter & Saintsbury, 1907.
Michelot, Woman, 1st Eng. ed.
McClure's Magazine, Dec., 1900.
McGuffy's Readers, any.
Mead, Daniel, any books of Genealogy by him.
Mead, Spencer Percival, Ye Historie of Ye Towne of Greenwich County of Fairfield, State of Conn.
Murray, C. A., Travels in America, 2 vols., 1835.
McRee, Life and Letters of James Iredell.
Magazines as under Chap Book, Chicago, 1897; Pocket Magazine, 1895; Collier's Weekly, Apr. 11, 18 and May 2, 1908; St. Nicholas, Feb., 1898; McClure's Magazine, July, 1893, Dec., 1896; Living Age, Boston, June 9, 1900; Hearst's Magazine, Apr., 1920; New Tribune, Apr. 28, 1907; Atlantis, Greek Newspaper, Mar. 31, 1915; Tribune, Jan. 15 and 16, 1907; Chap Book, Dec., 1896; McClure's, July, 1893; Living Age, Boston, Jan. 20, 1900, Mar. 20, 1902; Dial, Chicago, May 16, 1906; New York Sun, Feb. 2, 1913; Scribner's, New York, Dec., 1902; Lark, San Francisco, Jan., 1897, June, 1895.
McVeigh, Harrison, Daily Meditations.
Miller, Joe, Jest Book, 1st ed. or early ed.
Maeterlinck, Blue Bird, illus. M. Parrish.
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Meigs, W. H., Life of Sir John Caldwell, Calhoun, 2 vols.
McKenny, Indians, parts 12 to 24, inclusive or any.
Merrick, Conrad in Quest of His Youth, limited ed.
Matter and Some of Its Dimensions.
Morley, Christopher, The Eighth Sin, 1st ed., Oxford, 1912.
Mackaye, Panchronicon.
Morley, Parnassus on Wheels, 1st ed.
Meredith, Egoist, Roberts, Boston, 1888.
Mindreading and Spiritualist Effects.
Meagher, Teaching Truths by Signs and Ceremonies.
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Sand, Mauprat, pub. Little, Brown.
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Christian Science Der Herold, Jan., Feb., 1922.

Christian Science Le Heraut, Jan., Feb., 1922.

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Darwin, Voyage of the Beagle.

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Lowe, Thaddeus S. C., Airship City of New York, Baker & Goodwin, 1850.

Meyers, C. G., Aerial Adventures of Carlotta Mohawk, N. Y., 1883.

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Curtis, C. B., Velasquez v. Murillo, N. Y., 1883.

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National Geographic Magazine prior to 1905 and indexes for 1907-1912.
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Reid, 10 Days That Shook the World.
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Wisconsin Magazine of History, Sept., Dec., 1918; Dec., 1919; Mar., Sept. and Dec., 1920; Mar., 1921.
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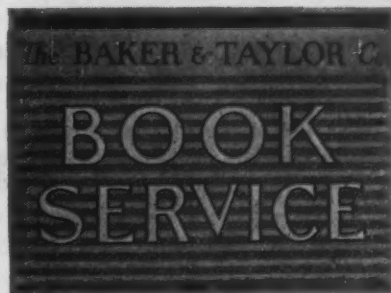
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